



Western Canada's Trucking Newspaper Since 1989

November 2016 Volume 27, Issue 11

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Jamie Davis, owner of Jamie Davis Motor Truck and Auto and star of Discovery Channel's *Highway Thru Hell*, says the trucking industry's increased focus on safety has forced him to change his business approach, with a move away from heavy recovery.

## Closed for business

Port of Churchill closure impacts many in area, including trucking

**By Derek Clouthier**

**WINNIPEG, Man.** – The announcement by OmniTrax that it would be closing the Port of Churchill has had an impact on Manitoba's trucking industry.

Traditionally utilized as a pathway for the movement of grain, the closure of the Port of Churchill means there will be a significant reduction in rail service to the area, which in effect will result in less truck movement, as both made up the transportation network that serviced northern Manitoba.

"With reduced rail service and no road access at all, this has meant the people servicing that area and those living and working in it have been impacted," said Terry Shaw, executive director of the Manitoba Trucking Association (MTA).

Shaw pointed out that both the agricultural and trucking industries are large contributors to the province's economy, and that trucking plays a role in the supply chain of agricultural products.

"Limiting the options available to get that product moved will create administrative and other burdens on all parties," he said. "It might also impact the cost competitiveness of certain products should they not be able to get to their traditional consumer bases in the timeframes needed or at the costs expected."

The *Toronto Star* reported that the Manitoba government said it had received assurances that freight service along the rail line to Churchill would continue, and that it would also work with the federal government to see what more could be done.

The MTA is not taking any direct action to advocate the government with regards to the port's closure, as its focus is more on regulatory matters and other issues that directly impact the trucking industry.

"The Port of Churchill is currently a privately owned business," Shaw said, "and while the decisions made regarding that may not be ideal for some that

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Reach us at our Western Canada news bureau

Contact  
**Derek Clouthier**  
Derek@  
Newcom.ca  
or call  
**403-969-1506**

## A changing landscape

Famed for his role in *Highway Thru Hell*, Davis forced to alter his course

**By Derek Clouthier**

**HOPE, B.C.** – According to Jamie Davis, B.C.'s Coquihalla Highway is not the highway through hell it used to be - and if there's anyone who would know, it's Jamie Davis.

Well known for his company's role in the popular Discovery Channel show *Highway Thru Hell*, Davis told *Truck West* that a lot has changed since he first put himself and Jamie Davis Motor Truck and Auto in front of the camera, so much so that he has had to reconfigure his business model.

And the reasons behind Davis' changed business approach is a testament to the job the trucking industry has done to bring the importance of safety to the forefront of how it does business.

"Accidents are down 36% on the Coquihalla (Highway) since the show began," Davis said. "I think in general, with the push on safety, the recovery side of our business is becoming more and more unprofitable."

Davis said safety enforcement is much more prevalent now than it was even a few years ago, and the equipment being put on our highways is much more advanced with the most up-to-date safety systems.

"You're not dealing with a lot of the same things you were dealing with before," he said. "A lot of companies will not travel past Calgary nowadays

because they won't go over the Coq in the winter time."

Davis said the reduction in accidents is more about safety enforcement and companies not wanting to foot the bill when they occur.

"Accidents are expensive and they cost money," Davis said. "Trucking companies are doing everything they can to be safe and enforcement is right there, and the kind of cowboy mentality you used to have isn't in the industry as much... it's more of a business. And, yes, a lot of people say there's not so many great drivers on the road, but at the end of the day, we're not seeing it (accidents) as much."

As of the end of August, Davis' company had only been dispatched to four or five wrecks. When *Highway Thru Hell* first started in 2012, Davis said they were doing wrecks every 12 hours during a winter season.

But times are changing.

"We're really finding ourselves gearing down somewhat," Davis said of heavy-duty recovery. "There's more seriousness to the safety aspect and it's affected what we do."

Recovery is just one aspect of Davis' business, but it is by far the most expensive.

"Whatever work we did kind of paid for the service," he said. "We were touch-and-go on

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**CHAIRMAN AND FOUNDER**  
Jim Glionna  
**PRESIDENT**  
Joe Glionna  
**VICE PRESIDENT, OPERATIONS**  
Melissa Summerfield  
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Pat Glionna

PRODUCTION: Beverley Richards  
CIRCULATION MANAGER: Pat Glionna

**Sales inquiries**  
Delon Rashid  
Sales & Marketing Consultant  
- Western Canada  
403-713-1054 • delon@newcom.ca

**Subscription inquiries**  
Lilianna Kantor  
Phone: 416-614-5815 • Fax: 416-614-8861  
Email: lily@newcom.ca  
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**Joe Glionna**  
PRESIDENT  
416-614-5805  
joe@newcom.ca



**Lou Smyrlis**  
GROUP PUBLISHER  
416-510-6881  
lou@newcom.ca



**Kathy Koras**  
ASSOCIATE PUBLISHER  
416-510-6892  
kathy@newcom.ca



**Tony Hohenadel**  
PUBLISHER  
truckandtrailer.ca  
416-614-5800  
tony@newcom.ca

**EDITORIAL**

**Derek Clouthier**  
EDITOR  
403-969-1506  
derek@newcom.ca



**James Menzies**  
EXECUTIVE EDITOR  
416-510-6896  
james@newcom.ca



**Sonia Straface**  
ASSISTANT EDITOR  
416-510-6890  
sonia@newcom.ca



**Julia Kuzeljevich**  
CONTRIBUTING EDITOR  
416-510-6880  
julia@newcom.ca



**Dan Robinson**  
DIRECTOR DIGITAL  
MARKETING  
416-510-5123  
dan@newcom.ca



**Brad Ling**  
VIDEO PRODUCTION  
416-442-5600 ext. 3620

**ACCOUNT MANAGERS**

**Delon Rashid**  
SALES & MARKETING  
CONSULTANT  
- WESTERN CANADA  
403-713-1054  
delon@newcom.ca



**Nickisha Rashid**  
NATIONAL ACCOUNTS  
MANAGER  
403-713-1054  
nickisha@newcom.ca



**Heather Donnelly**  
NATIONAL ACCOUNTS  
MANAGER  
416-614-5824  
heather@newcom.ca



**Denis Arsenault**  
QUEBEC ACCOUNTS  
MANAGER  
514-938-0639 ext. 2  
denis@newcom.ca



**Doug Copeland**  
REGIONAL ACCOUNTS  
MANAGER  
905-715-9511  
doug@newcom.ca



**Paul Beelien**  
REGIONAL ACCOUNTS  
MANAGER  
416-614-5806  
paul@newcom.ca

# BORDER BOUND

SHIPPING ACROSS BORDERS A BIG BUSINESS UNDER THREAT

**W**ith the US-Canada Free Trade Agreement being called into question during the US election, it's important to understand the importance of the FTA to the Canadian economy and in particular to trucking. The value of truck traffic between Canada and the US is worth more than \$370 billion, according to government data gathered by Canada Cartage for an infographic, part of which is reproduced here. Two-way border crossings by trucks total almost 11 million.

**\$371 BILLION**

The value of trucking traffic between Canada and the US in 2014

**\$179 BILLION** 

IN EXPORTS FROM CANADA TO THE U.S.

**\$192 BILLION** 

IN EXPORTS FROM THE U.S. TO CANADA

**10.7 MILLION**  
TWO-WAY BORDER CROSSINGS



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# Less black and white when it comes to autonomous vehicles

Recently having attended the American Trucking Associations' (ATA) Management Conference and Exhibition in Las Vegas, the issue of autonomous vehicles has become an intriguing topic of late, at least for me it has.

Driverless cars and trucks were a big part of the ATA's event, and looking back at my column last month, it almost seems like discussing how technology can now aid a driver from rear-ending someone, or notify them when they change lanes without signaling, or driving over the speed limit, is old news. Big deal, right? Don't most vehicles put out nowadays have this kind of technology included with it?

When I bought my car, I was excited that it had a CD player in it, cruise control, power windows and air-conditioning...and that was less than 10 years ago. Buy a car with only that in it now and...well, I don't think there are cars with just those 'bare bones.'

Cars, and trucks, drive themselves now, and it's a weird concept to wrap your head around. I remember when I was a kid I heard about this silly guy down in the States who put his RV into cruise control and vacated the driver's seat because he was told the cruise feature was 'like the vehicle drove itself.' He proceeded to go off the road, crash

## Derek's deliberation

Derek Clouthier



and destroy that nice expensive camper. He then sued the company that sold it to him for false advertising...apparently the RV didn't drive itself at all.

I remember thinking how ridiculous this guy must have been – despite the fact that I think he won the lawsuit – and back then he certainly was, but not anymore.

One of the keynote speeches during the ATA event addressed autonomous vehicles, and ATA president Chris Spear followed up on it later on from a trucking perspective. Basically the theme of each was that driverless technology was here, and here to stay, and people in the industry and beyond need to become educated on what that means.

The speaker also made a point that the next step in autonomous vehicles had nothing to do with technology, but rather with public policy, and the need for a more uniform approach to regulating such a thing. But I think the court of public opinion plays a much bigger role right now than government regulations.

Government will definitely have its say – it always does whether we like it or not – but having your average everyday person, driving down the highway in their Ford Focus and looking over their shoulder at the car, or tractor-trailer, beside them, and the driver is looking at Facebook on their smartphone, while the vehicle drives itself 120 km/hr down the road, is a big techno-pill to swallow. That's a difficult reality to accept.

Who do you blame if the vehicle gets into a collision and kills someone? Who do you blame if it goes off the road and kills the driver? How do you insure a driver who isn't driving; what are their premiums based on?

And with regards to trucking, how will the industry manage such a major shift in focus, going from relying on the best drivers in the world to depending more on technology companies?

Spear was right when he said there were a lot of questions needing answers before the ATA would dismiss or embrace autonomous vehicles, and I think the same goes for the public.

If driverless technology is our future, and 20 years from now the term 'distracted driving' become obsolete, and



there are less traffic-related injuries and deaths as a result, great. But when something does happen, it will take a long time for people to accept that they can't just point a finger and blame someone... there will be a lot of gray and much less black and white. **TW**

*Derek Clouthier can be reached by phone at (403) 969-1506 or by e-mail at [derek@newcom.ca](mailto:derek@newcom.ca). You can also follow him on Twitter at @DerekClouthier.*

# Mentoring will be key to changing of the guard

## The view with Lou

Lou Smyrlis



Over the next couple of decades our industry will face a deeply transformative changing of the guard. As Baby Boomers and then Gen Xers – the people who shaped the current face of commercial transportation – retire, the reins of power will be handed to Millennials. Will Millennials be up to the task? The talk amongst many of my generation is that Millennials will not. Many of my generation may not say it out loud, but privately they believe Millennials are too spoiled, too immature for their age and too unwilling to put in the long hours of hard work necessary for success.

Personally, I find such comments rather funny, considering they have been said of every new generation going back more than 2,000 years. The same was said of Baby Boomers when they first entered the workplace with

long hair and the perceived looser work ethic of the 'hippie generation.'

Based on my own experience in hiring and working with Millennials, I believe they bring incredibly valuable talents to the workplace. But I also believe Baby Boomer and Gen-Xer generations in our industry have an obligation to help Millennials harness and develop these talents and prepare them for leadership positions. And I believe we have a great opportunity to do so through mentoring, because Millennials have shown they are consider-

ably more interested in working with mentors than previous generations. Just as Baby Boomers and Gen-Xers we grew up cherishing the independence of finding out answers on our own, Millennials have grown up in a world where social media makes it second nature to seek advice. Got a question? Post it on Facebook page or LinkedIn and very quickly the advice rolls in.

Mentoring has to happen in a way that fits the unique needs of Millennials. As Monica Higgins, a professor at Harvard's Graduate School of Education, counsels, Millennials don't want to turn to a single person within their company for career support. Mentoring should also not be a one-way conversation. We were raised in a culture where children were to be seen and not heard. But we ended up teaching our children

– today's Millennials – that their ideas are important, that what they have to say has value. That's why reverse mentoring, where Millennials are engaged in mentoring more senior staff in areas they are more adept, such as technology, makes sense. I am seeing this unfold within my own company where one of our younger employees is helping train older and more senior employees with our new CRM installation.

Baby Boomer and Generation X managers have a pivotal role to play in preparing Millennials for the changing of the guard. But don't be surprised if we end up learning a thing or two from the people we take under our wing. **TW**

*Lou Smyrlis can be reached by phone at (416) 510-6881 or by e-mail at [lou@newcom.ca](mailto:lou@newcom.ca). You can also follow him on Twitter at @LouSmyrlis.*

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## LETTERS

## Safety attained prior to ELDs

Dear editor:

A fundamental freedom in Canada, under the charter of rights and freedoms, is that one is innocent until proven guilty. Though no rights are absolute, I would humbly suggest that the trucking industry is already unduly subjected to an overbearing obligation to continually prove its innocence, whereas the burden should be on that of the authorities to prove guilt in appropriate circumstances. Particularly, the electronic logging devices (ELDs) and the whole supporting rationale is fundamentally flawed, as there would be an overwhelming burden of proof being placed on the driver, and it should not be.

It is very foretelling to note that Transport Canada's own language in their recent request for comments on the ELD proposal interchanges the terms 'equipment' and 'driver(s)' as equals. Currently, government-mandated electronic monitoring of an individual is limited to extreme cases within the criminal justice system, where one's rights have been severely restricted in support of society's greater right to protection, etc. The ELD compulsory mandate in its entirety is an unwarranted and less than subtle attempt by Transport Canada, with support from the Canadian Council of Motor Transport Administrators, Canadian Trucking Alliance and other misguided groups, to illegally and impetuously electronically violate an individual's rights by tracking the piece of equipment they are operating without any benefit to society or the safety thereof.

Transport Canada has not provided its own verifiable independent research showing that an ELD mandate would actually improve safety, rather its own cost benefit analysis states that 99.1% of all benefits are attributed to large carrier financial savings. If Transport Canada and carrier associations were serious about safety, they would abandon ELDs and advocate strenuously for much more simple mandates, such as: minimum reflective standards for the many near-impossible-to-see-in-the-dark roads across Canada; or minimum driver training standards; or removal of speed limiting devices, which lead to many unsafe maneuvers by cars desperate to get around unnecessarily slow moving trucks. CTA's own website is duplicitous, indicating support of an ELD compulsory mandate and numerous safety slogans, such as "Trucks are the safest vehicles on the road" – indeed they are! However, these current safety statistics were accomplished without a compulsory ELD mandate.

In regards to alleged savings, large carriers are the primary benefactors of ELDs. In reality, this mandate would cause a significant undue financial burden on many small carriers and owner-operators not just in the technology itself, but also installation, maintenance costs and additional training costs. Citizens of this great country do not appreciate 'big brother' micro-managing their every move under the guise of safety, and many drivers consider ELDs an affront to their professionalism.

Filling out a paper log is not an undue burden, however, researching, purchasing, installing and maintaining ELDs would be.

Dave Holleman, Mission, B.C.

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The Port of Churchill, Canada's only rail-accessible, deepwater Arctic port, was closed by OmniTrax in July and cut down to one rail service per week.

## Port of Churchill 'tip of the iceberg'

Continued from page 1

serve or live in that area, activity on an item like this wouldn't fall under our mandate."

The federal government ran the Port of Churchill prior to it being sold to OmniTrax in 1997, which has been attempting to sell the port and the rail line connecting Churchill to southern Manitoba. Those working at the port, as well as farmers in northern Manitoba and Saskatchewan, have also been adversely affected by the closure.

Shaw did recognize that in addition to the Port of Churchill there are several issues in the northern part of the province that are having a negative impact on the economy, which he described as currently an 'economic wasteland.'

"The Port of Churchill was just the tip of the iceberg," he said, adding that Tolko Industries, the largest employer in the approximate 5,500-population town The Pas, was also closing its doors, laying off 332 people.

"A lot of that is transportation infrastructure costs," Shaw said of the high price of doing business in northern Manitoba being blamed for the closures. "But it's also the transportation costs themselves of getting into and out of northern Manitoba."

Shaw said looking beyond the case in Manitoba, there is a connection between transportation costs and transportation efficiencies.

"Our economy is founded on moving products," he said, "be it raw materials or finished goods from one location to another. We need to be able to do that reliably, safely and efficiently, while also taking into consideration environmental considerations."

"If people don't address some of these transportation issues, it will ultimately have a trickle-down effect to other areas and it will impact other items, so we can't keep putting off rest areas, or infrastructure upgrades or quality infrastructure investments." TW

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## B.C.'s towing industry needs retooling

**Continued from page 1**

the revenue and it wasn't always a big win financially to do that work...it's very expensive and the rewards financially aren't really there...your costs are huge."

Towing, on the other hand, is a relatively cheap thing to do, but also competitive when it comes to hourly and mileage rates.

Davis said that although there is a love-hate relationship between those in his business and transport truck drivers, there is also a lack of knowledge about the difference between towing and recovery, in particular the vastly differing costs between the two.

Davis' company is shifting into a phase where it is doing more long-haul distance towing from the US to Canada and much less local, heavy-duty recovery.

"As it becomes less and less viable, it may end up becoming more of a government job," Davis said. "We may end up having to pay for clearing of that out of your taxes."

Despite his belief that heavy recovery could one day be in the hands of the government and come out of the pocket of taxpayers, Davis said a lot of work has to be done on the government side to understand his business, and feels the towing industry is mismanaged.

"The problem is that this day and age, they (police) are not really qualified to manage it and they don't want to manage it," Davis said. "The Ministry of Transportation stays right out of the towing industry and won't get involved.

"It's a very difficult business to be in without proper management."

Essentially, when an incident occurs on a B.C. highway and a towing company must be dispatched to the scene, the RCMP are tasked with calling a towing company that is on a list, making their way up and down the list to ensure all companies have a fair business opportunity. But Davis believes not all jobs are created equal, and depending on the severity of the situation, one towing company may be much better equipped to work a scene than another.

"It's a very haphazard situation, where they will call whoever is on the list, we don't know what kind of equipment they have, we don't know how it's going (to work)," Davis said. "Our resource is mismanaged to the point where it actually affects traffic closures on the highway."

He added that the call list system is one that has endured since the 1960s, during a time when 'the biggest tow truck guy would beat the other guy for the job,' which is exactly why the RCMP become involved; as a type of peace-keeping presence on the scene of an accident.

"We're behind the times in the way we manage recovery on the highway," he said.

Kate Mukasa, public affairs officer with B.C.'s Ministry of Transportation, said the RCMP and provincial maintenance contractors maintain a list of qualified companies that offer towing services, ranging from heavy haul to smaller tow trucks.

"Call outs by the RCMP or the maintenance contractor are based on their respective lists, and the calls are made to ensure that the size of the tow trucks are appropriate for the vehicle requiring assistance," Mukasa said via e-mail. "Where vehicles are not presenting a risk

to the public, the choice of tow truck can be left to the vehicle owner."

Mukasa also said that the vast majority of tow truck companies are professional and do their job well.

"Tow truck companies are responsible incident responders, and they come to the scene properly equipped, with skilled and qualified tow truck operators," Mukasa said, adding that operators must follow Workers' Compensation Board regulations while on scene. "The Commercial Vehicle Safety and Enforcement (CVSE) branch and police are there to deal with any issues that may arise."

Davis, however, said police simply call either company A or company B and don't really know what their qualifications really are, and even at times call the company that is next on the list to perform a heavy-duty recovery and they don't even own any equipment to do the

job. Davis even said he knows several senior members of the RCMP who admit the system is antiquated and would prefer not to deal with making decisions on which towing company to dispatch, as it is something they are aware they don't do properly, but the responsibility remains on their plate.

South of the border, Davis said it's a different story when it comes to how tow companies are dispatched, citing the Chicago area, where each company is given a specific region to work and is guaranteed the business in that area, and Florida's Rapid Incident Scene Clearance (RISC) program as examples.

A representative from the RISC contacted Davis after seeing an episode of *Highway Thru Hell* and questioned why the province of B.C. uses the system it does.

"We forwarded that (RISC) to our area manager and to the Ministry of Transportation and nobody talked to us," Davis said, adding that he has been ad-

vocating for some kind of government involvement in B.C.'s towing industry for some time now and has received no feedback on any of his inquiries.

"It seems like it's their highway, but they don't want to get involved with anything that goes on with it," he said.

Davis said he is proud that *Highway Thru Hell* has shed a light on safety in the trucking industry. He did admit that there are some drawbacks to being on such a popular show - *Highway Thru Hell* is the top rated show on Discovery Channel Canada - saying some companies won't call them for a job because they don't want to be seen on TV in a wreck. Broadcast in 180 countries, Jamie Davis Motor Truck and Auto has signed a new contract that will see the company on the show for at least 10 years. Season four is currently being filmed. A new show, *Heavy Rescue 401*, will also be coming soon, and is similar to *Highway Thru Hell* but located in the Greater Toronto Area. **TW**

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# Lesco truck show grows, gives to good cause

By Derek Clouthier

**EDMONTON, Alta.** – Lesco Distributors held its seventh annual Pro Show N' Shine Sept. 17-18, raising nearly \$2,000 and around 70 toys for the Alberta Large Cars BigRig Toy Run for Santa's Anonymous.

With 102 trucks preregistered for this year's event, the Lesco Pro Show N' Shine saw its largest turnout yet thanks to the hard work and dedication of Tina Clark, who is a sales representative for Lesco and came up with the idea as a way to show people what the company does for the trucking industry.

"I've been in the industry since 1982," Clark said. "I love trucks, I'm a truck nerd, my family is all drivers, my brothers drive, my father drove; I've been around trucks my whole life and I love trucks."

That love was fully on display at Castrol Raceway in Nisku, Alta., just south of Edmonton, where an array of tractor units shined for truck-enthusiast attendees, including 22 vintage models and 14 cabovers.

Aiming to max out the number of trucks that could take part in the show this year with a cap of 125, Clark said they started with 62 entries seven years ago, and have only grown since then.

Clark is part of the sales department at Lesco, which distributes new and innovative LED lighting as well as stain-

less and chrome accessories to those in the industry.

"It's an opportunity for us to see the work that we do all year long," she said. "It justifies our existence is what it comes down to for me."

Through the years, the Pro Show N' Shine has donated toward several causes, including breast cancer, ALS, Stars and Child Find, and this year saw the opportunity to help Alberta Large Cars, which organized the second annual BigRig Toy Run for Santa's Anonymous Oct. 8, aiming to help those less fortunate this holiday season.

During the show's second year, Lesco got involved and helped with advertising. Last year, the event featured a total of 96 trucks on display.

Though Lesco has lent a helping hand since the show's sophomore year, Clark has only been able to entice one business – Fort Garry Industries – to help sponsor the event, a fact that has long befuddled the organizer.

"I have gone to every dealership, I have been rejected flat out by every dealership. Nobody takes this seriously," she said. "I'm not sure what they expect. I've given them the platform to introduce new trucks to the market and nobody has ever stepped up."

Clark said much of the show is sponsored by the drivers through the registration fee, which is used to cover the costs of the event.



Lesco co-owner Leslie Bourdin, left, and show organizer and company sales representative Tina Clark.

In addition to having their rigs on display, drivers can win prizes for having their vehicle voted by attendees as the nicest truck, or by their peers in a category competition. Show attendees are given a voter's slip when they enter and asked to select their three favorite trucks on display.

There were also plenty to do for the kids, with facepainting, tattoos, coloring and other activities. The event also featured a silent auction, T-shirt tent, last man standing competition, Mr. Bean dance and other activities, as well as vendors and the always popular

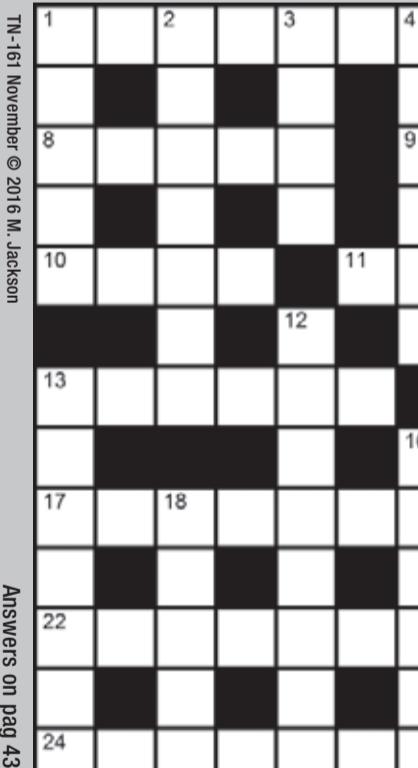
truck light show on the Friday evening.

Darrell Webb, sales manager for Lesco, said everyone he spoke to enjoyed the event, and that it was one of the best and largest shows to date.

"There were some really quality trucks there," said Webb, commanding Clark for the work she does each year organizing the event.

Anyone looking to sponsor the Lesco Pro Show N' Shine in the future can get their company's name on event banners, flyers and posters for \$500. Or for \$1,500 also have their name on the event T-shirt. **TW**

## THIS MONTH'S CROSSWORD PUZZLE



Answers on pag 43

### Across

- 1 Driver's pay process, perhaps (6,7)
- 8 Mississauga-based trailer maker
- 9 Hank Snow's "\_\_\_\_ Everywhere" (3,4)
- 10 Carrier's web presence, briefly
- 11 Interstate relaxation station (4,4)
- 13 Bean Town
- 14 Truck insurance contacts
- 17 Non-named routes, usually
- 19 One of many in truck leaving PEI
- 22 See 1-Down clue
- 23 International ProStar trim level
- 24 Truck stop facility, frequently (7,6)

### Down

- 1 With 22-Across, freight terminal features
- 2 New truck sales incentives, sometimes
- 3 Sleep apnea machine, briefly
- 4 Big rig pilot
- 5 Peterbilt 567 interior trim level
- 6 Tractor tire type
- 7 CBs, slangily (3,4)
- 12 Driver's favourite days (4,4)
- 13 At full capacity, \_\_\_\_ out
- 15 January '16 TCH bridge closure site
- 16 Exits the onramp
- 18 I-95's southern end
- 20 "Nothing runs like a \_\_\_\_" slogan
- 21 Auctioned truck, sometimes

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# Who needs a driver?

ATA stresses importance of dialogue in wake of looming autonomous technology

## Stories by Derek Clouthier

**LAS VEGAS, Nev.** – American Trucking Associations (ATA) president Chris Spear said before the idea of automated vehicles is dismissed or embraced, there has to be a dialogue and, most importantly, the ATA must have a seat at the table.

"You have to have communication and work with your regulatory agencies to really understand what the framework is going to look like," said Spear. "This technology is here, it's going to grow rapidly and it's going to take shape. Doing it jointly with our partners in the passenger-vehicle world is ideal. I would rather do that and generate something that has a measurable return on investment for our members than to receive a regulatory framework that we had no hand in designing."

Speaking to a group of reporters following the keynote address during a luncheon at the ATA Management Conference and Exhibition Oct. 2 in that addressed the push toward driv-

erless vehicles, Spear said collaborating and sharing information with other industries should be done in a way that it does not stymie innovation.

"As an industry, we need to embrace technologies that have good, defined ROIs (return on investments)," Spear said, "and I think there are several within that package of autonomous vehicle technology that could be beneficial."

Highlighting the diversity of technology companies taking part in the Las Vegas conference, Spear said although trucking was a different animal than the auto sector, there remains a great deal of overlap that connects the two.

"It has a lot different framework that I think the technology companies are interested in tapping into and helping to find what the return on investment for that technology is going to be," Spear said, with regards to the use of autonomous technologies on trucks.

John Bozzella, president and CEO of Global Automakers, presented the speech on autonomous vehicles, say-



CHRIS SPEAR

ing much of the uncertainty around the technology is due to a lack of public policy and that the next step in the process needs to be 'political engineering.'

"Uncertainty about a range of public policy issues of connected and automated vehicles threatens to slow or even kill the technology," Bozzella said.

Bozzella urged fleet executives in attendance to get the word out about autonomous vehicles in an effort to shed

the skepticism that surrounds it.

"We're on the verge of deploying technologies and employing applications that could fundamentally change how we move people and goods," Bozzella said, adding that the city of Pittsburgh was embracing driverless vehicles, while Chicago was doing the opposite, and considering banning the practice.

Bozzella added with autonomous vehicles, like any new type of technology, the focus is often placed on the worst possible outcomes, saying that can be a bad thing if it has a negative impact on public policy. He cited an incident with a Tesla vehicle in Florida, which was operating on autopilot when it crashed into a tractor trailer killing its passenger, as an example.

"Automated vehicle technology, supported by vehicle connectivity will save us all a lot of time, a lot of money and a lot of heartbreak," said Bozzella. "Because after all we've done to make our cars and trucks safer than ever, last year, over 35,000 Americans lost their lives on our roads and highways."

Bozzella cited research indicating that 94% of collisions on US roadways are caused by driver error. He also said in collisions involving cars and trucks, actions by the passenger vehicle is more often than not the 'critical reason for the crash.'

With several trucking companies, like Bozzella's former employer Daimler, working on automated technologies, the challenge that lies ahead will be redefining the role of the driver, particularly when it comes to liability, privacy and data collection.

Bozzella was a strong believer in vehicle-to-vehicle communication, saying it would dramatically improve automotive safety, and said many new technologies are about to hit our roadways soon.

Despite questions about whether driverless vehicles will help the elderly and disabled and be the answer to distracted, drowsy and drunk driving, or if they will take away jobs and be hurtful to people due to bad programming or by way of a cyber attack, Spear said the ATA would be organizing and resourcing its capabilities to make sure it has answers for its members on where automated technology is headed, good and bad.

"Step one is taking that seat at the table," stressed Spear, "then we will be able to determine what's good and bad and where we need to be as an industry going forward." TW

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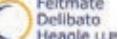
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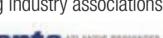
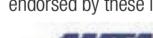


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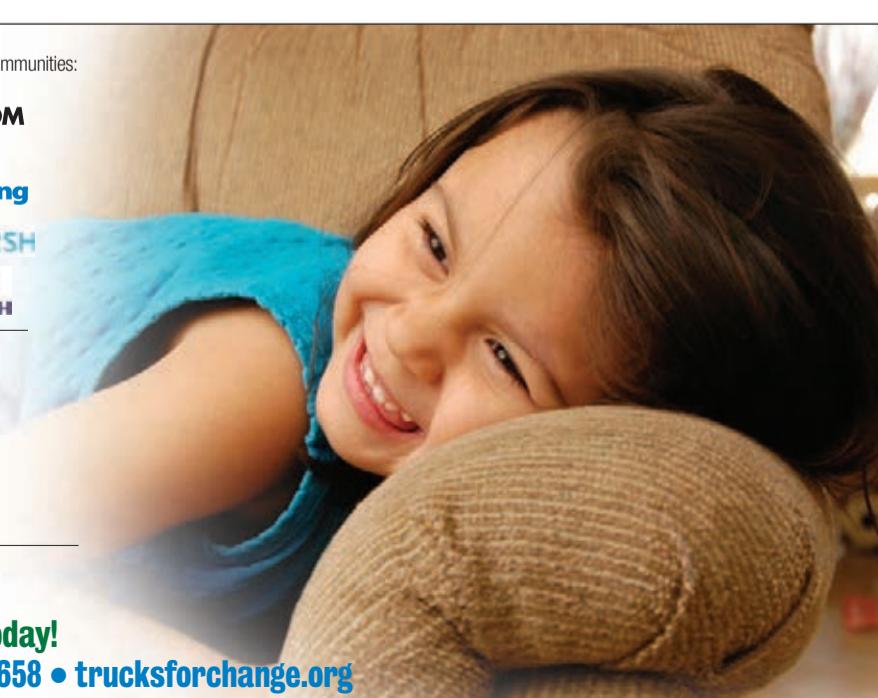
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## Zonar announces 'next generation' Connect tablet

**LAS VEGAS, Nev.** – Zonar Systems introduced Zonar Connect, a next-generation tablet that is electronic logging device ready with a software platform that allows fleets to customize and upgrade based on individual needs and growth.

"We're going to enable the fleets that use these devices to devise how they want to use them," said Larry Jordan, vice-president of product management for Zonar, adding the fact that the device is always connected, fast and responsive is important to drivers. "Drivers always want to complete their transactions immediately."

"The Connect platform really is the next generation," Brinton said during the American Trucking Associations' Management Conference and Exhibition in Las Vegas Oct. 1. "We're putting the power back in the hands of the fleet owners." The Connect platform really is the next generation," he said. "We're putting the power back in the hands of the fleet owners."

"We're pushing the envelop to make the jobs of our shippers more efficient and safer," added Jordan, saying the device is always connected by LTE, WiFi, Bluetooth and other means.

With projections of the US economy expected to double or triple by 2050 and infrastructure unable to maintain the same pace, Brinton said everything must be done to help make the jobs of shippers easier, safer and more efficient.

"Just as smartphones have become an integral part of our daily lives, you soon won't be able to run your fleet operations efficiently without a smart fleet technology like Connect," said Brinton. "Connect will help operators manage their fleets more effectively as technology changes with hardware that supports over-the-air updates to give them greater flexibility and scalability to grow."

Jordan said the rugged device was designed specifically for the rigors of the trucking environment, and is durable for both drivers and others, like enforcement, to handle.

Key features on Zonar Connect include a quad-core processor with 2GB of built-in memory and 32GB of storage, automatic on-board recording device and hours of service regulations compliant and scalable Android platform.

"Zonar Connect tablet and platform represent an extremely compelling offer for fleet managers across a variety of industry verticals," said Clem Driscoll, president of consulting and research firm C.J. Driscoll & Associates. "It's a very rugged, state-of-the-art piece of hardware connected to a software ecosystem that offers new flexibility for customers to add third-party apps and upgrade easily as technology advances. It's clear that Zonar listened to customers and upgraded an already-compelling product based on what they learned."

Connect also works with Virtual Technician, an integrated remote diagnostic system for Freightliner and Western Star trucks, and Zonar's Ground Traffic Control web portal.

Zonar's 2020 telematics mobile tablet will remain on the market, but be offered at a lower price point. **TW**



## Next generation fleet management device unveiled by Rand McNally

**LAS VEGAS, Nev.** – Map, navigation and travel content producer Rand McNally announced its new electronic logging device (ELD) and fleet management device DC 200.

Unveiling the product during the American Trucking Associations' Management Conference and Exhibition in Las Vegas, Nev. Oct. 2, Ravi Kodavarti, director of product management for commercial transportation for Rand McNally, said the DC 200 pairs with other company products and other Android devices.

The device sits on the dash, plugs in with a single cable and connects to an Android device via Bluetooth or WiFi, as well as to a cloud DriverConnect web portal.

"If you are a fleet manager, you don't really want to rely on your driver's phone, you want to have that control," said Kodavarti. "It's a gateway to telematics."

The DC 200 provides customers with hours of service (including Canadian HOS rules), IFTA fuel-tax reporting, messaging between drivers and fleet managers and forms-based messaging in workflow management. It also includes access to 10 engine-driven gauges, such as average fuel economy, coolant temperature and boost pressure.

"The DC 200 was designed for small- and medium-sized fleets – as well as larger fleets – looking for a cost-effective ELD plus fleet management tools that are increasingly critical to the industry," said Stephen Fletcher, CEO of Rand McNally. "The multi-mode cell modem in the device enables fleet managers to track their trucks in near real-time as well as message drivers."

Kodavarti said there would be a software update to ensure the device is ELD mandate ready once the new regulations kick in.

The DC 200 is priced at \$400 with a subscription fee of \$25 and \$30 per month and will be available in December. **TW**

## Improved MX engines and proprietary axle coming from Paccar

**LAS VEGAS, Nev.** – Landon Sproull, assistant vice-president of Paccar, announced the 2017 MX-13 and MX-11 engines would offer improved power, torque and fuel efficiency, increasing uptime and making Paccar engines 'much more profitable to operate.'

"The Paccar MX-13 and MX-11 engines are designed to deliver optimum performance, durability, fuel economy, and the lowest total cost of ownership for our customers," said Sproull during the American Trucking Associations' Management Conference and Exhibition Oct. 1 in Las Vegas, Nev.

The MX-13 engine will boast an increased output to 510 hp and 1,850 lbs/ft of torque. The MX-11 engine adds a new 335 hp and 1,150 lb/ft torque rating in the lower end power range, with peak torque achieved at 900 RPMs for the majority of engine ratings.

Sproull said the engines are 'greenhouse gas compliant for 2017,' and that the engine is quite new in terms of the conventions themselves.

Paccar's MX engines include a new single cylinder air compressor, viable displacement oil pump and variable speed coolant pump, which offers customers with fuel economy gains compared to previous engine designs.

The MX-13 and MX-11 utilize a single canister aftertreatment system that reduces weight by 100 lbs, improves serviceability and lengthens service intervals.

"Paccar will have 135,000 Paccar MX engines in operation in North America by year end. Nearly 50% of Kenworth and Peterbilt trucks delivered to customers in North America this year will be powered by a Paccar MX engine," said Sproull. "This strong adoption level is a testament to the outstanding performance, durability, fuel economy and low cost of service delivered by the Paccar MX-13 and MX-11 engines."

MX-13 is 50 lbs lighter, due to weight coming out of the turbo and other accessories of the engine.

### Axle

The company also unveiled its proprietary tandem axle, saying it is the lightest and most efficient axle in its class.

Sproull said the new axle is unique because of its thru-shaft design, eliminating additional gears, simplifying power distribution and increasing efficiencies.

The axle is designed to improve operating efficiency, is rated at 40,000 lbs with a gross combination weight of 80,000 lbs.

"Paccar's axle reduces vehicle weight by up to 150 lbs, and provides improved fuel economy," said Sproull.

The axle offers ratios from 2.47 to 3.70 with engine torque compatibility up to 1,650 ft/lbs and a multi-torque rating compatibility up to 1,750 ft/lbs.

With a warranty for five years or 750,000 miles, the new tandem axle will be available in Kenworth and Peterbilt customers in 2017. **TW**

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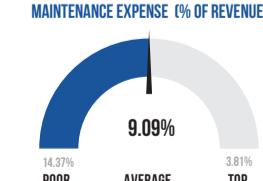
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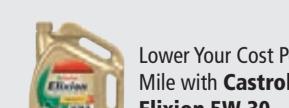
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**ALBERTA**

## CTA visits AMTA

By Derek Clouthier

EDMONTON, Alta. — Electronic logging devices (ELDs), greenhouse gas regulations and the possible legalization of marijuana were a few of many topics discussed during the Canadian Trucking Alliance's meeting with the Alberta Motor Transport Association (AMTA).

Andrew Barnes, director of compliance and regulatory affairs for the AMTA, said the CTA made its rounds as part of its ongoing commitment to conduct a cross-Canada tour on at least an annual basis to discuss issues that affect the trucking industry.

"This year, we had 59 members in Calgary and 110 in Edmonton attend meetings with Stephen Laskowski and Geoffrey Wood," said Barnes.

On the matter of ELDs, Barnes said the CTA provided an update on where Canada was in relation to the US mandate. Policy issues surrounding an ELD mandate in Canada include transition timeframes, rented and leased vehicles, truck parking, facility audits, appropriate time to show compliance and paperwork and record keeping reductions.

The CTA also expects Environment Canada to put its foot on the pedal when it comes to GHG reduction regulations now that the policy has been passed south of the border.

"The CTA has been messaging Washington and Ottawa that our sector supports the reduction of GHG emissions from the trucking fleet sector," Barnes said, "but in a manner that does not put our vehicle reliability and durability at risk."

Barnes said the CTA hopes the Canadian government takes into consideration the country's unique weather conditions and regulatory requirements during the next round of emissions regulations, and that components should be tested to ensure they are up to snuff.

He added that manufacturers and carriers should be permitted to select from a lengthy list of proven compliance options rather than be subjected to untested, leading-edge technology.

The possible legalization of marijuana has been an issue on the minds of the industry since the last federal election.

The CTA has become a stakeholder in this discussion, with matters of roadside sobriety tests, different sobriety levels between passenger and commercial drivers and future recruitment issues topics of concern.

Federal excise tax refunds were also discussed during the CTA's meeting with the AMTA, with Barnes saying the removal of the ability of all freight modes to apply for federal excise tax rebates on diesel fuel used to generate electricity being a point of contention.

Working with a contractor to establish arguments for auxiliary power unit, power take-off and thermoplastic polyurethane technology, the CTA will launch a campaign during the federal government's 2017 pre-budget consultation process.

Food safety and carrier profiles across Canada, were also addressed during the Sept. 14 meeting in Calgary and Sept. 15 meeting in Edmonton. **TW**

# Winners of the 2016 Healthy Fleet Challenge revealed

The 2016 Healthy Fleet Challenge is officially over and as the cool temperatures start to set in, participants can take a break from walking competitively...for now.

The challenge was created by Healthy Trucker (and is in partnership with the American Trucking Associations and *Truck West*) with the goal of getting the trucking industry more active. The challenge measures competitors' daily steps and uses an online leaderboard to help motivate participants to earn the top spot.

In total for September, the last month of the challenge, all participants walked a total of 159,934,036 steps. All of those steps add up to more than 79,950 miles and 7.3 million calories burned.

And now for the September winners...

#### Fleets with 3+ participants:

1. Stream Logistics – averaged 15,075 steps per day
2. Challenger Motor Freight – averaged 14,267 steps per day
3. Coastal Pacific Xpress – averaged 11,111 steps per day
4. Elgin Motor Freight – averaged 9,163 steps per day
5. Transam Carriers – averaged 8,674 steps per day

#### Individuals:

1. Lael Peters – Stream Logistics – averaged 38,8559 steps per day
2. Chris Illes – Stream Logistics – averaged 35,051 steps per day
3. Lou Smyrlis – Newcom Business Media – averaged 34,706 steps per day
4. Mary Wilson – Northbridge Insurance – averaged 34,085 steps per day
5. Paul Bomben – TST Overland Express – averaged 33,899 steps per day

Since Oct. 1 marked the end of the three-month long competition, Healthy Trucker wanted to acknowledge the top 5 winners for the challenge overall. The following are the top 5 fleets and participants based on average steps per day during the three competition months:

#### Fleets with 3+ participants:

1. Stream Logistics – averaged 19,288 steps per day
2. Challenger Motor Freight – averaged 13,122 steps per day
3. Coastal Pacific Xpress – averaged 11,307 steps per day
4. Elgin Motor Freight – averaged 10,180 steps per day
5. Transam Carriers Inc. – averaged 9,440 steps per day

#### Fleet with 10+ participants

1. Challenger Motor Freight – 22 participants – averaged 13,122 steps per day
2. SLH Transport – 15 participants – averaged 9,020 steps per day
3. ABF Freight – 16 participants – averaged 8,945 steps per day
4. BLM Transportation Group – 12 participants – averaged 8,878 steps per day
5. Manitoulin – 17 participants – averaged 8,653 steps per day

#### Individuals:

1. Paul Bomben of TST Overland Express – averaged 34,943 steps per day
2. Chris Illes of Stream Logistics – averaged 33,017 steps per day
3. Mary Wilson of Northbridge Insurance – averaged 30,306 steps per day
4. Lou Smyrlis of Newcom Business Media – averaged 27,519 steps per day
5. Lael Peters of Stream Logistics – averaged 26,981 steps per day

You can view the leaderboard, that gets updated in real time at [www.healthyfleet.com](http://www.healthyfleet.com).

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## FLEET TO WATCH:

### Canada Cartage

While some fleets take the Healthy Fleet Challenge literally and consider it a challenge, Canada Cartage has made it a part of its company culture.

The Canada Cartage team was one of the original fleets to join the challenge when it started back in 2014 and today it is one of the largest and most successful fleets in the competition. Canada Cartage's team is comprised of more than 50 employees from across the country. It is the third largest group in the challenge in terms of registered participants.

And what sets them apart from the rest is, even with 54 participants in total, the team is consistently near the top of the leaderboard averaging between 8,000-10,000 steps per person per day.

Barb Eddy, senior director of Human Resources of Eastern Canada for Canada Cartage said this is because the fleet considers the competition a part of their daily routine now, where people are being more active and making walking a part of their lifestyle.

"It's really created a sense of community here," Eddy said. "And it's healthy. It really just encourages good habits and supports a message about the importance of wellness. That's what initially attracted us to the program. We loved it and we loved that it was geared towards trucking. Lots more people are walking on their lunch breaks and things like that."

To help reach more people across the company, initially Canada Cartage sent mailouts and information about the challenge with each employee's paycheque.

"But now, it's just been running so long that most employees know about it," she said.

The competition is also communicated every month via the company's newsletter.

"So every month, a memo goes out in our newsletter announcing the winners of our internal competition we run," she explained. "We provide a \$50 prepaid Mastercard each month to the top three competitors who have the most steps."

The internal competition runs every month and winners can only win once per calendar year, until all participants have won at least one time, she said, adding that it is a way to keep employees engaged in the program and to support healthy habits.

Eddy says the company's favorite part about the challenge is that it is easy and works for each and every employee it has.

"Because it's web-based it's easy for people, especially in our company because we're spread out all across Canada, it's a way for all of us to connect," she said. "And that's what appealed to us the most – it's simple and everybody can do it. You don't need special equipment. You don't have to be a fitness buff or an athlete. Anybody can join. And walking is a great way to get in shape – overweight, underweight, young, old – it works for everyone."

Eddy added that the company doesn't have a number in mind for how many participants it wants in time for the next challenge.

"No we don't have a goal as far as how many participants we want," she said. "For us, the more the merrier. We just want people to participate and we just like the fact that it's a good influence and it's there for people if they want it. It's all voluntary. We certainly support it."

Healthy Trucker reminds those interested that they can join the challenge at any time by e-mailing [info@healthyfleet.com](mailto:info@healthyfleet.com).

# New rest area coming to Okanagan Connector

**MERRITT, B.C.** – A new rest area will be built between Merritt and Kelowna, B.C., providing truckers and tourists alike a safe place to stop along the Okanagan Connector stretch of highway (Highway 97C).

"We recognize that rest areas are extremely important for truck drivers and the general public who are on the road for long hours, as they need a safe, clean place to stop and have a rest," said transportation and infrastructure minister Todd Stone.

"That's why today we're committing an additional \$9 million in funding to

upgrade existing rest areas around the province, and ensure that new rest areas, such as this one that will be constructed at the Loon Lake Interchange on Highway 97C, will be built to a modern standard with running water, flush toilets and ample room for commercial trucks to park."

A new access road to the rest area will be constructed, along with improvements to the existing Loon Lake interchange on Hwy 97C.

The rest area will also include separate parking areas for commercial trucks and passenger vehicles, and has been

designed for potential future upgrades, such as car charging stations and wifi.

"(B.C. Trucking Association) BCTA has advocated for more and better rest areas for commercial vehicle drivers since 2011," said BCTA president and CEO Louise Yako. "When the highway is your workplace, you should be able to rely on safe, clean, well-lit rest areas at strategic locations with room to park. We're pleased the province heard our concerns, acknowledged the need to improve the number and quality of amenities available, and consulted directly with drivers."

Yako praised the move, saying, "We look forward to seeing upgrades and the new rest area on Highway 97C."

This announcement comes following results of a January 2016 survey that found truck drivers want more rest areas, better rest areas and the addition of commercial services, like convenience stores, fuel and shower facilities, at rest areas.

The B.C. government's \$9 million investment will also include upgrades to existing rest areas, including washroom, lighting and accessibility improvements. **TW**

## Commercial carriers in B.C. able to apply for permits online

**VICTORIA, B.C.** – In an effort to save drivers' time, the B.C. government announced a new system for the commercial trucking industry allowing carriers traveling within the province to apply and receive a permit online.

"We know that the current system of obtaining a truck permit takes time. With the introduction of a new automated online permitting system, commercial operators will now have the ability to obtain permits 24 hours a day, seven days a week, with no wait times," said transportation and infrastructure minister Todd Stone. "This system will help the commercial vehicle industry get goods to market faster, by automatically approving permits and showing drivers detailed information on the approved route to follow."

Called onRouteBC, the new system, which is being tested with pilot partners in September and available to all commercial carriers Oct. 3, is the first of its kind in Canada and replaces the current Transport Permit System. Under the current system, which will remain available until the new one is released, carriers must call the Provincial Permitting Centre to have permits issued or renewed. With onRouteBC, carriers will be able to create an online profile with their company and vehicle information, and apply for permits, make payments, produce a map of the approved route and receive their permits, all saving time.

"The trucking industry will benefit greatly from onRouteBC's streamlined permit process and enhanced functionality," said Louise Yako, president and chief executive officer of the B.C. Trucking Association. "Importantly, onRouteBC will also free resources currently dedicated to routine permit applications, allowing ministry staff to focus its expertise on applications that require more in-depth review and planning because of the size of the load or challenges on the route. These improvements should result in a more efficient and timely permitting process."

Free wifi access will be added to nine inspection centers in the coming year, which will enable commercial drivers to safely check their permit status online. **TW**

'These improvements should result in a more efficient and timely permitting process.'

**Louise Yako, BCTA president/CEO**

## Meritor appoints new Canadian regional director of field sales and service

**TROY, Mich.** – Meritor has named Dean Stratton as the company's regional director of field sales and service for Canada.

Based out of British Columbia, Stratton, in addition to identifying new products that meet specialized fleet needs, will lead six DriveForce district managers who are responsible for sales and service support of fleets, dealers and original equipment manufacturers in Canada.

"Meritor has Canada well covered with Dean's leadership and experience," said James Taylor, general manager, North America field operations, "as well as his strong, knowledgeable team that is focused on supporting customers across the country."

District managers in Canada reporting to Stratton include: Mike Bryan, Greater Toronto Area, Northern and Central Ontario; Ryan Hounslow, Greater Toronto Area, Southern and Eastern Ontario; Dean Iannacone, British Columbia, Southern Alberta; Stephen Murphy, Southeastern Quebec, Eastern Canada; Pierre Perron, Greater Montreal, Northern Quebec; and Mike Zueff, Northern Alberta, Saskatchewan, Manitoba.

Stratton comes to the position with more than 30 years of experience in the Canadian trucking industry, most recently with Western Star Trucks as district manager of sales, as well as various management roles in marketing, regional sales in Western Canada and the US. **TW**



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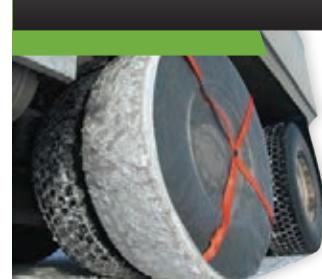
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# Got trucks? You're a trucker

**H**ave you seen the hilarious TV commercial where the mermaid is trying to convince her other mythical friends that they can actually take a picture of a check with their smartphone and automatically deposit it to their bank account?

Step by step, she painstakingly shows them how it works and yet they're still skeptical.

For some people, even seeing isn't believing. They insist on undeniable, irrefutable, over-the-top evidence before they accept something as fact.

I know how that mermaid feels whenever I talk to private carriers about fleet taxes.

I can't tell you how many times I've heard a disbelieving business owner tell me, "But we're not a trucking company!" as he hands me a non-compliance notice for fuel taxes, vehicle registration, sales tax, or some other 'trucking' fee.

I get it. I mean, what does a widget maker have in common with a for-hire carrier?

It's trucks. Whether you produce tires for cars or horseshoes for unicorns, you have tax, licence and safety obligations just like any for-hire trucking company once you start moving your goods in a truck on a highway.

The truth is, there's an enormous knowledge gap at private companies that run truck fleets. In many cases, the person in charge of fleet tax compliance isn't a specialist. He or she is an accountant, a branch manager, or the owner. They certainly have the smarts to manage hours of service, vehicle inspection, licensing, fuel tax and sales tax rules. They just don't know they have to.

Based on that fact, there are several myths in the private-fleet world that I'd like to debunk.

## IFTA and IRP

If you plan to operate a commercial vehicle outside your home province on a regular basis, you're probably required to register it under International Registration Plan (IRP) and International Fuel Tax Agreement (IFTA).

I can hear it now: "What do you mean I have to pay to use the roads in another jurisdiction? I take my car to B.C. all the time and it's free." A car is not a commercial vehicle, unless you use it for work.

## Sales tax

Sales tax on equipment, repairs and other services may need to be prorated and paid to jurisdictions where you operate your commercial vehicle.

If you live in a PST province like British Columbia, Saskatchewan, or Manitoba, the concept of prorating sales tax is easier to understand. It's Alberta businesses that question why they can't just buy single trip permits "like we've always done."

The answer is, they can. But what many Alberta-based private carriers don't realize is that their single trip permit doesn't include the PST that B.C., Saskatchewan and Manitoba

## Permits & Licensing

Sandy Johnson

want to collect.

That's right. A single trip permit does not cover the sales tax exposure on vehicles regularly traveling on single trip permits from Alberta to B.C., Saskatchewan, or Manitoba.

If you don't believe me, it's probably because you haven't been caught yet.

But be warned: by not paying sales tax you risk owing big bucks and spending hours with an auditor sorting out how much distance your vehicles cover in each jurisdiction, how many days your equipment spends there and how much sales tax you paid on your equipment. It can get ugly real fast.

## You're a trucker

No one disputes that trucking regulations and taxes are a pain.

But the reality is, if you operate a commercial vehicle in places other than your home province, you probably owe those jurisdictions a portion of your fuel taxes and vehicle registration fees.

These provinces and states rely on you to provide accurate reports about fuel purchases and the distance you travel, as well as other information about your business so they can be sure they're getting their fair share.

Late filings, missing data, or a shoddy

system for gathering and maintaining records are big red flags that can lead to exhaustive audits, penalties and fines.

It doesn't matter if you have one truck or 1,000. Or you're too busy to learn the rules. Or your leprechaun buddy says he's saved a pot o' gold by not paying taxes.

There's no shortage of people who can help you, but if you're a private business with a commercial vehicle, it's your responsibility to understand and manage your fleet tax obligation. You can take that to the bank.**TW**

*Sandy Johnson has been managing IFTA, IRP, and other fleet taxes for more than 25 years. She is the author of the free book, 7 Things You Need to Know About Fleet Taxes, and operates FleetTaxPro.com, which provides vehicle tax and licence compliance services for trucking operations. She can be reached at 1-877-860-8025 or FleetTaxPro.com.*

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# The book-smart owner-operator

**S**o it's November and all of you organized owner-operators are making adjustments to your business now that you know what your bottom line will most likely be this year.

Maybe you increase or decrease your next few monthly tax installments.

Or slow down as the year wraps up because it looks like you're at the top of a tax bracket and don't want to go over. I've always said the first dollar you make each year is the best dollar because you get to keep all of it. As the year goes by,

## Tax Talk

Scott Taylor

each dollar gets progressively worse because CRA takes more and more.

Do you really want to get out of bed for 60-70% of a dollar?

Hey, if you want or need the 60 cents then grab a coffee and go. But realize what your real take-home is. Maybe you say no to dispatch and stay under

the covers.

At least you're making an informed choice because you have your business affairs in order.

But if you're the type who keeps receipts stuffed in the desk drawer, you don't know where you stand as the year comes to a close. All that's certain is at some point you're going to pay the price in time, effort, mental stress and cash.

And yes, I'm trying to scare you straight because I don't want you to bring me a grocery bag full of statements and receipts in February when you can get organized now.

Here are some basic points to consider:

**GST/HST:** When you started your business did you contact CRA and set up your GST/HST account?

CRA will only back-date registrations 30 days, so if you bought your truck in May and haven't done this yet you can say goodbye to most of your GST/HST

refunds from fuel, repairs, etc. from May to September.

**Incorporating:** Have you talked to an accountant about whether it's better for you to incorporate or be a sole proprietor? There are enough incorporated owner-operators out there that something has convinced them make that choice.

**Receipts:** How are you keeping track? Do you know which receipts to keep?

**Personal vehicles:** Are you tracking the business use of your personal vehicle for all those meetings at your carrier when you first started?

**Penalties and interest:** If you were in business prior to 2016 and just couldn't find the time to file your tax return last year, the penalties for not filing are adding up.

If you owe tax for 2015 and didn't file your return on time, CRA will charge you a late-filing penalty of 5% of your 2015 balance owing plus 1% of your balance owing for each full month your return is late, to a maximum of 12 months.

If CRA charged a late-filing penalty on your return for 2012, 2013, or 2014 then your late-filing penalty for 2015 may be 10% of your 2015 balance owing, plus 2% of your 2015 balance owing for each full month your return is late, to a maximum of 20 months.

We recently took on a new client – a married couple – who had a bad accountant.

They late-filed their 2013 tax return and we're now finishing their 2014 and 2015 returns.

I've always said the first dollar you make each year is the best dollar because you get to keep all of it. Do you really want to get out of bed for 60-70% of a dollar?

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To keep the math simple, if they owe \$10,000 each year between CPP and income tax – which by the way is how much is owed on only approximately \$43,000 of net income – they're penalized for two years at 2% per month.

In real dollars, that's about \$400 a month or \$6,000 total.

When you're running hard it's tough to find time to manage your business, but it's critical to your long-term success.

But show me an owner-operator on his third truck and I guarantee you he's not just putting in the miles.

In fact, this month and next, his books might be telling him to slow down and sleep in. **TW**

*Scott Taylor is vice-president of TFS Group, providing accounting, bookkeeping, tax return preparation, and other business services for owner-operators. Learn more at [www.tfsgroup.com](http://www.tfsgroup.com) or call 1-800-461-5970.*

# Beware the robo truckers

**GCR**

obots Could Replace 1.7 Million Truckers in the Next Decade." That is a headline from the

*Los Angeles Times* Sept. 25 of this year. The article stated that trucking would likely be the first type of driving to be fully automated because long-haul trucks spend most of their time on highways, which are the easiest roads to navigate without human intervention.

As drivers, we have heard it all before. It is all just talk, isn't it? Or is it?

Earlier this year, I listened to Tom Wheeler, chairman of the US Federal Communications Commission (FCC), speaking to the National Press Club in Washington, D.C.

The topic was 5G wireless networks and making the expansion of 5G a national priority in order to compete in our increasingly interconnected world. 5G is fiber fast without the cable connection.

Think of a surgeon in a virtual re-

**Over the Road**  
Al Goodhall



ability setting performing surgery on a patient on the other side of the globe in real time.

Response times on this network are only one millisecond, or 1/1,000th of a second.

Wheeler outlined how this wirelessly connected powerful processing network, centralized in the cloud, is fully capable of controlling autonomous vehicles, energy grids, utilities, etc.

Wheeler also stated that we have always underestimated the innovation that results from new generation networks, citing the example of the first wireless voice networks (Web 1.0) that were estimated to end up with 100,000 users in the US by the year 2000 and the actual number ended up to be more than 100 million.

But it's all still just talk, right? If it

is, you have to ask yourself why 45% of the jobs in the workforce are now automated, according to Andy Stern, author of *Raising the Floor: How a Universal Basic Income Can Renew Our Economy and Rebuild the American Dream*.

Stern brings together a host of business experts and futurists who support his position that a massive disruption in the economy is pending as a result of automation and it is not being adequately addressed.

A tsunami of job losses on the horizon is how Stern describes the near future.

Think of what you have seen in just the past few months even if you follow news in the trucking industry halfheartedly.

Uber partnered with Ford to start providing driverless cars to customers in Philadelphia to test its driverless systems.

This starts to normalize the public acceptance of autonomous vehicles. Volvo has fully operational autonomous vehicles in European mining operations.

*Truck News* reported last month on the platooning technology that is being put into use in Europe and in September of this year the Michigan State Senate approved a law allowing trucks to drive autonomously in platoons. Several other states have this legislation in place, also.

Those examples are but a small taste of how automation, which has

been met with scorn in many driver circles, is on the brink of exponential growth. So the claim of replacing 1.7 million drivers in the next decade is not a pipe dream. It's a reality we need to face as professional drivers, or at least the 50% of us who won't be retired by 2025.

Do not forget that driver wages represent approximately one third of the costs companies pay to move freight down the road.

Reducing that cost is one of the primary goals of business.

Drivers need to stop thinking that there are only two options on the table, those being a fully automated world with no drivers or the world as it is with a driver in every vehicle.

The simple answer is we don't know exactly how things will play out, but the fact that fewer human beings will be required to move freight down the road in the near future is obvious.

Absent from this is how the trucking industry is going to act as millions of middle income jobs come under threat. As a driver, you should be thinking deeply about this and developing a contingency plan of your own. **TW**

*Al Goodhall has been a professional long-haul driver since 1998. He shares his experiences via his 'Over the Road' blog at <http://truckingacrosscanada.blogspot.com>. You can also follow him on Twitter at @Al\_Goodhall.*

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# Watch out for 'assumed driving'

**R**ecently, I was training for a marathon with one of my son's friends. We were running along a trail and as we approached a roadway, a car driver figured we would be crossing the street and came to a stop.

Although we both took advantage of his consideration and waved as we trotted across the road, my running buddy remarked that he didn't like what had just happened.

He explained that a few weeks earlier he was almost involved in a rear-end collision when a driver in front of him had performed a similar maneuver. According to him, the driver in front was not "following the rules," and my friend had to hit the brakes to avoid a collision.

Earlier this year, the same friend shared a video on social media about driving in a snowstorm. And as he drove, he recorded the road conditions on video. (No, he shouldn't have been filming, but bear with me). Visibility was poor, with the occasional whiteout. Just as conditions started to clear, a significantly slower car traveling in the same direction came into view ahead of him. The man had to swerve abruptly in order to avoid hitting him. Fortunately, there was nobody in the next lane.

Don't get me wrong, I like this guy. He is a husband to his high school sweetheart, father to identical twins and very successful with a passion for life and a drive to do better. However, when he gets behind the wheel, he makes a critical error that I see a lot of drivers make. He assumes other drivers are going to behave the way he expects them to. Couple that with a belief that you intimately know the rules of the road, and you have a dangerous combination that significantly increases the likelihood of a crash.

This got me thinking: How often do we make assumptions about other drivers' actions, regardless of what the rules of the road are? I call it 'assumed driving.' Your expectations of what you think other drivers should do actually increases your risk of an accident.

Another example: A driver waiting behind traffic at a red light might assume that the vehicle in front will start moving as soon as the light turns green. Most often, the 'assuming' driver will realize the car has not moved yet and will stop in time. But sometimes, the driver is unable to stop in time and a rear-end collision occurs.

This is where the tried-and-true defensive driving technique of waiting three seconds prior to moving comes into play. Count off a quick three seconds and then start moving. This may not only prevent rear-end collisions, but also re-establishes visibility and a safe following distance.

Another, even more dangerous example: traveling on a multiple-lane roadway, you notice traffic is stopped in the right lane while you're traveling in the passing lane; then, you see there's no crosswalk or that the crosswalk lights have not been activated so you continue

## Ask the Expert

Kevin Dutchak

to move forward, only to have somebody on a bike suddenly appear in front of you.

You might have been following the rules of the road, and the accident might not have been your fault, but if you were to strike the cyclist, the fact you were following the rules won't make you feel better.

Defensive driving requires that you

make allowances for others' mistakes. "But I was doing everything right," doesn't justify an accident, never mind who is at fault. A pending collision is the worst time to enforce your legal rights.

The nature of assumptions is that we tend to make them when we're not entirely sure of the whole situation.

Often, our assumptions may prove to be accurate, but we must treat them as suspect.

There can always be variables we don't know about, such as that rogue cyclist or the driver ahead of us who is changing the radio station and not aware that the light has turned green.

Be careful not to make assumptions, such as: another vehicle is not going to abruptly stop in front of us; the car in front will move as soon as the light turns green; and traffic stopped in the right lane, while we're passing on the left, means we can proceed without caution.

Finally, never rely on your under-

standing of the rules of the road to guide your assumptions.

If there's one thing I have learned in the years I have driven, it is that people have different interpretations of what is expected on the roadways.

Take care out there.

Drive defensively, protect yourself and others, even when they make a mistake, and finally, never assume. TW

*This month's expert is Kevin Dutchak, risk services specialist with Northbridge Insurance. Kevin has served the trucking industry for more than 25 years as a driver, in operations, safety, training and risk management services. Northbridge Insurance is a leading Canadian commercial insurer. Working with its broker partners, its focus is on understanding the needs of its customers and on creating solutions that make a difference to their success. You can visit us them at [www.nbins.com](http://www.nbins.com).*

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# Celebrating half a century in business

## After 50 years in business, Consolidated Fastfrate alters its approach

**CALGARY, Alta.** – Celebrating its Golden Jubilee in Calgary Sept. 29, Consolidated Fastfrate vice-president of supply chain solutions Kevin Hankinson said the day was to recognize how the company has evolved over the 50-year term.

Launched in 1966, Fastfrate offers intermodal shipping, with a focus on long-haul transportation from Central to Western Canada.

"Today, we have a very wide and broad range of services," said Hankinson, citing several less-than-truckload (LTL) ground services the company offers, including to major centers such as the Ontario/Quebec corridor, Atlantic and Western Canada, as well as Drayage service, dedicated fleet, transload, warehousing and distribution facilities and freight brokerage and logistics.

Hankinson commended the Calgary location's Fastfrate employees, saying the success of the company would not be possible 'without the people and work that they all categorically do.'

Plaques were handed out to several employees for their respective years of service with the company, some with 30 years under their belts at Fastfrate.

Celebrations were held nationwide at various Fastfrate locations, with Sept. 26 marking the exact day of the company's anniversary.

Fastfrate plans to alter its business direction, moving toward a supply chain service in an effort to become closer to its customers and better meet their needs.

Hankinson also said during the Calgary event that the company would be starting a cross-border service to cover the continental US.

### Ontario celebrations

The celebrations launched in Ontario at the company's headquarters in Woodbridge, Ont.

All employees who have served for 20 years or longer were recognized at the events, held at Consolidated Fastfrate facilities from Vancouver to Newfoundland.

"It's really a celebration of all the employees here," company CEO Ron Tepper said at the event. "We have over 200 employees that are over 20 years and about 100 of those have been with us over 30 years. It's an amazing story when you think of it. It has nothing to do with me. It's about the culture of the company; the fact we maintain people and don't lose a lot of people."

Asked how Consolidated Fastfrate has been able to maintain such a long-tenured workforce in an industry that struggles with constant turnover, Tepper cited good pay and safety as two key reasons.

"It's culture for sure," he said. "I think the fact we're a safe organization to work for; there's no real reason to go anywhere else. We've been unionized for so many years so they have all the protections that come from being in the union. We've never



**Consolidated Fastfrate employees in Calgary, Alta. celebrated the company's 50th anniversary Sept. 29, as employees did across the country, marking the business' success, and now changing approach to how it serves its growing customer base.**

had a strike in our history. Our people are well paid, well taken care of, they have good benefits programs and we have a great health and safety track record here."

The Ontario celebration came at a time when the business is in transition, which Tepper expanded on.

"We're going from historically an LTL by rail, loaded by truck, carrier to a supply chain service where our business is stickier with our customers," he said. "To change direction for a company our size is not an easy thing to do. We need everybody to buy in."

"What we're doing is a little bit different, it's more technologically involved, being closer to our customers, understanding their requirements. We have engineers working for us now – something we've never had before. Everybody has to understand what we're trying to do, so events like this are good to get everybody together."

Tepper took a moment to single out Woodbridge receptionist Lillian Londry, who has been with the company for 31 years.

"Everybody when they walk into the building, the first person they see is Lil," he said. "Everybody who walks out of our building, the last person they see is Lil."

He also personally presented gifts to the eight Woodbridge employees who have been with the company for 40 years or longer.

Then, it was back to business.

"We've got a big job ahead of us," Tepper said. "We are becoming a full supply chain service as opposed to an LTL pickup and delivery carrier. Business is moving, it's moving in a direction that's going to allow us to sustain our business over the next 50 years." **TW**

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# Truck convoys roll through Western Canada

Manitoba leads the way in Western Canada truck convoy fundraising effort for Special Olympics

**By Derek Clouthier**

**WINNIPEG, Man.** – The 2016 World's Largest Truck Convoy rolled around Winnipeg's Perimeter Highway Sept. 10, with nearly 200 trucks taking part and raising more than \$62,000 for Special Olympics. Darren Anderson, manager of the Law Enforcement Torch Run and regional fundraising, said that 30 of the trucks that were part of the convoy were from Bison Transport, and the Winnipeg, Man. company easily took home the honor of "Most Trucks Entered."

Manitoba Trucking Association (MTA) executive director Terry Shaw said it was important to raise money and awareness for Special Olympics Manitoba.

"Being able to connect that to a celebration of the trucking industry in Manitoba makes the event even more special and one that the MTA



Rosenau Transport got behind the Alberta convoy and hosted the starting and ending point along the route.

is a proud supporter of," Shaw said.

Several MTA members took part in the convoy, as did a large segment of its non-driving members who showed up to help stage trucks, prepare meals and set up for the event. MTA employees also help year-round

as part of the convoy's organizing committee.

Saskatchewan also celebrated 10 years of the World's Largest Truck Convoy in the prairie province.

Taking place Sept. 10, the convoy made its way from Saskatoon to Re-

gina and raised \$17,000 for Special Olympics Saskatchewan. Drivers taking part in the convoy enjoyed a breakfast in Saskatoon and celebration barbecue in Regina.

Lorrie Sitler, coordinator of the Alberta Law Enforcement Torch Run, said \$10,000 was raised for Special Olympics Alberta during the Sept. 17 truck convoy in Calgary, Alta.

This year's convoy started and ended at Rosenau Transport in the southeast part of the city, where a barbecue was held following the event, as well as a live performance by country singer Mary Ann Oxtoby.

Sixty-one drivers took part in the Alberta convoy, with funds being used to support sports programs in the Calgary area, which will help 1,600 Special Olympics athletes in the municipality.

B.C. did not hold a truck convoy event this year. **TW**

# Ontario doubles down on fundraising for Special Olympics

For the first time, two World's Largest Truck Convoys for Special Olympics are held in Ontario

**BRAMPTON and PARIS, Ont.** – It was a rainy, gloomy, humid, miserable Saturday in Brampton Sept. 10, but that wasn't enough to chase away the radiant smiles and bright spirits of the Special Olympians gathered at the Powerade Centre and the truckers who were there to support them.

The event was the first-ever World's Largest Truck Convoy for Special Olympics to be held in the Greater Toronto Area, run concurrently with the Law Enforcement Torch Run for Special Olympics sponsored by Peel Regional Police. It marked the first time Ontario has hosted two truck convoys for Special Olympics, with the traditional Paris convoy held the following weekend.

"Drivers wanted to have a closer place to come as opposed to going to Paris," said convoy organizer Don Dunphy. "Peel Police said, 'We'll host it and bring it to the GTA.'"

Twenty-nine trucks participated, which Dunphy said was a good number for a first-time event. While the funds raised hadn't been fully counted, Dunphy said he felt the event was on pace to raise more than \$20,000 for Special Olympics, including money raised by the Law Enforcement Torch Run and on-site activities such as a 50-50 draw and auction.

Even toll highway operator 407/ETR got on-board, signing on as a corporate sponsor and waiving the fees for all convoy participants. The free-flowing 407 was a nice alternative to traffic-choked Hwy. 401. About 30 Special Olympics athletes participated in various ways; some rode in trucks, others in police cruisers and the majority in a police bus that followed along in the convoy.

Dunphy said there were no complaints about the weather.

"We had a little bit of rain but the riders dressed for it, the truckers don't care and the athletes – rain or shine, they're

all for it and having a great time," he said.

The Paris event traditionally draws about 80 trucks and Dunphy is hopeful that with some more awareness, the GTA convoy can match that number next year.

The lead truck belonged to Excel Transportation owner-operator Sauch Khannd. He said he thoroughly enjoyed leading such an important convoy. Excel had more trucks entered than any other company, a total of nine, and raised more than \$5,000 between them, according to company president Roy McCullough.

"My wife works with Peel Police and we participated in the Torch Run in previous years, so we decided to get involved," McCullough said.

On Sept. 17, the 12th annual World's Largest Convoy in support of Special Olympics was held in Paris, Ont.

The convoy is unique from others in that drivers who raise money for Special Olympics Ontario to participate in the convoy, get paired up with a Special Olympics athlete who rides in the truck with them for the 120-kilometer trek from Paris to London, Ont. and back. And from the time the athletes walk through the doors of the Paris Fairgrounds to meet their driver partners, it's all smiles – from the drivers, volunteers and the athletes themselves.

"The truck drivers are so sincere," said Kaitlyn Lindensmith, a district developer for Special Olympics Ontario. "As soon as they walk in here they're beaming and they're so excited to be partnered up with an athlete. They come here and they tell us about how they remember the athlete who had ridden with them years ago in the convoy."

"And for the athletes, it's just a hoot for them," added Jim Murray, event advisor for Special Olympics Ontario. "They love riding in the trucks with the drivers."

This year, the event saw 74 trucks par-



Volunteers, Special Olympians and their families salute truck drivers in the World's Largest Truck Convoy for Special Olympics in Paris, Ont.

ticipate (up two from last year) and Tammy Blackwell, the long-time event coordinator, said that this year the event had the most athletes ever join the convoy.

"We have 50 athletes here today, which is the largest number of athletes we've ever had at the convoy, so we're really happy about that," Blackwell said. "I have seen the impact the convoy has had over the years, not only on the athletes but with the drivers. This event and the relationships between the athletes and the truckers go beyond just this one day."

"And we have law enforcement here from all over – Halton, London and Peel who are helping to support the cause," Blackwell added.

Since its inception in 2005, the event has raised more than \$530,000, and that number is growing. At the time this story was published, funds weren't all tallied up, but Blackwell said she knows the funds raised this year already surpass last year's \$52,000.

"Our drivers and our sponsors blow me away every year. Just when I think I've seen it all, they surprise me and bring in more money than I can imagine," she said. "We've had some drivers bring in \$10,000 themselves and I don't know how they do it. But we are so thankful for them."

One driver in particular was honored this year for his long-time generosity to the cause. To date, Donald Poll of Drumbo Transport has raised more than \$50,000 for the event, and to thank him, Blackwell had a special Kenworth Texas bumper made for him and his truck.

Special Olympics Ontario said the funds that get raised at the convoy go right back to the athletes and the community one way or another, whether it's to pay for renting out arenas, sports equipment or to help pay for transportation for the athletes to travel for different sports events. Most of all, the event raises awareness for Special Olympics and what they do for communities all over the province.

"One of the Special Olympics' biggest obstacle is public awareness," Lindensmith said. "Not many know about us or what we do, so having a big convoy driving down the 401 for us is huge because it gets us out there."

"It's the big-hearted trucking community that helps raise the funds and awareness for the Special Olympics movement," added Glenn MacDonell, president and CEO of Special Olympics Ontario. "The athletes and those that benefit from the proceeds look forward to this event every year." **TW**



# International Trucks releases new LT Series

*Design focuses on driver, fuel efficiency and uptime*

**By Derek Clouthier**

**LAS VEGAS, Nev.** – International Trucks unveiled its new LT Series offering of Class 8 over-the-road trucks in Las Vegas Sept. 30, touting the vehicle's fuel efficiency, driver appeal and best-in-class uptime.

"We aren't producing a truck for the sake of technology or engineering," said Bill Kozek, president of truck and parts for Navistar. "We're producing a truck that drivers want to drive, keeps them safe, provides the benefits of remote diagnostics and keeps them on the road the maximum uptime with real bottom line results."

During a time when fuel efficiency and the reduction of greenhouse gas emissions are at the forefront, International's new Class 8 truck provides improved aerodynamics, and what the company says is a 7% fuel efficiency improved compared to International's most recent fuel economy leader, the 2017 ProStar with the Cummins ISX15 engine.

"The new International LT Series reflects our vision for the future of the trucking industry, with a host of advancements that support improved driver safety and productivity, as well as fuel efficiency and uptime," said Kozek. "This new vehicle reflects our strong belief that integrating the best technology will provide customers with a significant operating advantage."

International said it has always emphasized the importance of 'industry-leading aerodynamics,' and delivers on that emphasis with the new LT Series, providing a 3% improvement in fuel efficiency with improved aerodynamics alone.

"The advanced technologies and exceptional aerodynamics we are offering in the LT Series will deliver an impressive improvement in fuel economy, up to 7% over the 2017 ISX 15-liter engine," said Jeff Sass, senior vice-president of sales and marketing for Navistar. "Our testing confirms this is the most aerodynamic truck we've ever made."

The new LT Series truck has seen aerodynamic improvements such as an aero-contoured hood, which is four inches lower than the previous model, and fender, wheel opening and chassis skirts and an aero-enhanced three-piece front bumper, with longer side extenders that shorten the trailer gap.

Sass said the LT Series Class 8 truck will be released with the new Cummins 2017 X15 engine with ratings up to 500

hp on the efficiency series and 565 on the performance series. The 2017 N13 engine will also be available in the LT series at a later date, offering what Sass said was "premium performance in an advanced 13-liter design."

Driver appeal was also a primary point of focus for International when designing the new LT Series truck.

Sass said when designing the new LT Series truck, helping fleets attract and

leg room, a premium gauge cluster with digital driver display, switches that are back-lit so they are visible at night and real-time monitoring of fuel economy.

"Truck drivers want a truck designed like a truck," Sass said. "Career truck drivers aren't interested in automotive designing, like chrome accents, because items like that can reflect the sun and actually impede their vision. They want trucks designed to do a job."



retain drivers was a primary focus.

"To ensure the new LT Series is the most driver-centric Class 8 vehicle we've ever built, we gave drivers a voice in its design," said Sass. "Many of our customers tell us that their number-one challenge is attracting and retaining drivers, which is why we put so much effort into understanding and responding to drivers' needs. These improvements also contribute to increased driver ease of use that will boost the vehicle's productivity."

In keeping with International's DriverFirst product design, the company conducted driver clinics to gather input from drivers, using the feedback to redesign the interior and identify new and improved features, like more elbow and

original location to the top left, a feature drivers from every generation have long associated with being a trucker.

Majors did admit that one area they would have liked to improve was additional room behind the driver to allow the seat to be moved further back, but could not due to space constraints.

International has also placed a strong emphasis on uptime with its new LT Series truck.

"Our vehicle quality is at an all-time high," said Troy Clarke, Navistar president and CEO. "If the truck isn't moving, that truck is not making you money."

Many of the enhanced features on the new LT Series were specifically designed to improve reliability and serviceability.

These features include a new single-canister aftertreatment system that is 60% smaller and 40% lighter, new LED headlamps and fog lamps, all new harnessing of cab wiring and in-cab power distribution and all key service points under the hood, in the cab and around the vehicle designed for easy access and servicing.

"We pored over reliability data to evaluate nearly every single system on our on-highway platform, in order to look for ways to get better," said Denny Mooney, senior vice-president of global product development for Navistar. "In some cases, we completely redesigned the entire system to reach our goals. We are proud of the integrated, data-driven approach we used to assure improved reliability, serviceability and productivity."

The new LT Series, depending on various features on the truck, comes in around 500 lbs leaner than the previous model.

The Bendix Wingman Advanced collision mitigation system comes standard on every model of the new LT Series and is also available with the optional Bendix Wingman Fusion and Meritor Wabco OnGuardActive systems at a comparable cost.

Numerous configurations of the LT Series will be offered, including a day cab, 56" low roof sleeper, 56" hi-rise sleeper and a 73" sky-rise sleeper. Sass said that so far, there have been nearly 2,000 orders placed for the new LT Series truck.

Clarke also touted Navistar's recent alliance with Volkswagen Truck and Bus, saying it gives them a partner to help compete in the decades to come, provides access to a broader global supply base and shows that Navistar is "here to stay." **TW**

# LEDs light up the night

OEMs and fleets alike are turning to LED lighting systems to cut costs, enhance safety and reduce maintenance demands.

Truck-Lite LED headlights



Stock halogen headlights



By Jack Roberts

You don't have to travel far down a darkened road before you see the bluish-white glow of LED headlamps coming your way. And increasingly, those LEDs are lighting the way for heavy-duty trucks. Fleets and OEMs alike are discovering that aside from the obvious illumination advantages they offer over halogen lamps, LEDs have a lot to offer drivers.

LED lights are actually quite different from conventional headlamps and halogen bulbs, which both apply an electrical current to a filament material. The filament burns brightly, and carefully aligned mirrors at the back of the bulb assembly project the light outward. An LED light is a light-emitting diode, which works in a markedly different fashion than a filament bulb. LEDs are actually small super-conductors, and the light they emit is created by electrons moving at an insanely high rate of speed through the superconductor material. Because LEDs don't burn anything to produce light, they operate at much cooler temperatures than conventional vehicle lamps and last many thousands of hours longer to boot.

"LEDs have been around since the late '80s, so they've been around for 30 years, but at first, the cost was prohibitive," explained Brian Norris, optical engineer manager for Grote Industries.

"As costs have come down, light developers have more freedom to create new and improved lights, as you are starting to see more and more."

Freightliner recently announced that from now on, LEDs will be the standard lighting spec' on all its new trucks, including brake and marker lights.

"There are three main reasons we

decided to go with all LEDs," said Ryan Major, on-highway market analyst for Freightliner. "They last about 10 times longer than conventional bulbs and have less of a draw on a vehicle's electrical system. But safety is the main reason: The white light they give off is a more natural color that the brain perceives as sunlight. And we feel there are definite advantages for drivers because of this characteristic."

"LED technology is perfect for the ground vehicle transportation industry due to the fact that it is solid state, highly resistant to shock and vibration and operates on 75% less power than incandescent components," added Andrew Liuzzo, marketing communications specialist for Truck-Lite. The monochromatic nature of LEDs helps to make the lit appearance of signal lamps look brighter than incandescent lamps that measure equal photometric output. In addition to illuminating more of the roadway, Liuzzo said wavelength produced by LED lighting falls within the melatonin suppression zone, due to higher intensity wavelengths that cover more of the color spectrum than halogen bulbs.

"This frequency has been proven to reduce drowsiness, similar to the way watching TV or other backlit screens before bed can negatively affect one's REM cycle," he noted.

"Furthermore, the improved visibility offered by LED lighting reduces the risk of accidents by illuminating both a longer distance and a broader width on the roadway, making unexpected obstacles appear sooner. Truck-Lite's enhanced beam pattern created with state-of-the-art optical design software highlights more of the road without causing discomfort glare or disturbance to oncom-

**Safety is a major factor for considering LED vehicle lighting: the white light they give off is a more natural color that the brain perceives as sunlight, reducing driver fatigue and increasing alertness while driving at night.**

ing traffic. Not only does this significantly increase driver safety, but the reduced risk of accidents can also reduce maintenance and repair costs over the life of the vehicle."

Warmer yellow colors like those produced by other lighting options have a tendency to add to driver fatigue, Norris adds. If the lighting color is more blue it gives better contrast (similar to daytime sunlight) and drivers tend to be more awake.

Increased lumens is also a factor. This puts more light on the road in front of you. LEDs also better illuminate colors.

Correct colors help objects, such as a deer, stand out from the background and be seen by drivers.

Equally important is that LED lighting dramatically exceeds the lifespan of traditional halogen bulbs, according to Liuzzo. In terms of forward lighting, he said a typical halogen lamp will have a B50 life rating of 1,000 hours on low beam (320 hours on high beam). By contrast, LED headlights have a life rating of 30,000 hours.

"Not only do the numbers speak for themselves," he said, "but the standards to which they are tested are also noteworthy: 50% of halogen lamps are permitted to fail and still receive the same life rating, while LEDs are expected to last the life of the vehicle."

And that light stays consistent throughout the life of the LED, too. While the light output of halogen headlights can depreciate up to 25% over their first 100 hours of life, Liuzzo said LED headlights produce a consistent light output over their lifetime, with only a 7% drop in lumen output over 25,000 hours.

"Coupled with Truck-Lite's proprietary Diamond Shell 2.0 lens coating, LED headlights will stand up to the hazing and crazing that plagues typical headlamps," he said. "As a result, the eliminated need for maintenance, buffing and polishing can only boost the fleet's bottom line over the course of the truck's life."

And while LEDs cost more than conventional bulbs, Norris said fleets are finding that their long life more than justifies the added expense.

For starters, he notes, LEDs are more energy efficient because they require less wattage to operate. This makes the wear and tear on a vehicle's electrical system much less, as it isn't working as hard to operate. Also with lower current, a lower gauge of wire can be used. This allows for a lower vehicle weight and therefore, better fuel economy. And in normal operation, LEDs will last anywhere from 35,000 to 50,000 hours, which is roughly 10 times as long as incandescent lights. This means less downtime for light replacement and maintenance.

Another factor Major pointed to was better CSA scores for fleets using LEDs.

They're just so much more durable, there's a lot less chance one will go out and give a DOT officer a reason to pull a truck over and cite the driver.

Liuzzo said Truck-Lite expects LED technology to continue to improve, while the lumens-per-dollar cost of LED technology will continue to get better, as will lumens-per-watts performance. "We foresee a future where LEDs will cost less," he said, "while still offering the same great, if not better, performance in years to come." **TW**



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Stk: 017910 -194355



**2015 GU714 Vac Truck**  
MP8-505M Eng., 18 Sp., CanAm/Arctic series  
DOT 4800 gallon aluminum vac tank,  
Stk: 013014 -354181



**2016 GU713 Tandem Mixer**  
MP7-365C Eng., 6 Sp., 20000 lb F/A,  
46000 lb R/A, 7m<sup>3</sup> London Machinery mixer,  
Stk: 015655 -194357



**2017 CXU613 Gravel Truck**  
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40000 lb R/A, 16' NeuStar gravel box, Stk:  
020139. - 278354



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**2017 CXU613 Daycab**  
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12,000LB / REAR: EATON D40-170P AXLE(S), 209" WHEEL-  
BASE, STK# 90074. -234931



**2016 MACK GU714 MIXER TRUCK**  
MACK ENG; MP7, 405 HP, 6 SPD TRANS; 20000LB AXLE(S),  
STK# 50256. -115191



**2015 MACK TITAN HEAVY-HAUL DAYCAB**  
MP10, 555 HP, 18 SPD TRANS; 18/46 AXLE(S), AIR RIDE  
SUSP; STK#50180. -101656



**2016 MACK GU533 DUMP TRUCK**  
CUMMINS ENGINE; CUMMINS ISL-D, 345 HORSEPOWER, 16,500  
LB - 40,000 LB AXLE(S), AIR SUSPENSION; ALCOA LEVEL ONE  
ALUMINUM" WHEELBASE, WHITE IN COLOR, STOCK #50265. -  
101987



**2015 MACK GU713 OTHER TRUCKS**  
NONE SLEEPER, MACK ENGINE; MP8 - 1760, 505 HORSE-  
POWER, 18 SPD TRANSMISSION; 16,500LBS - 44,000LBS  
AXLE(S), AIR SUSPENSION, STK# 50160. -101964



**2015 MACK GU713 DUMP TRUCK**  
MP8, 18 SPD TRANSMISSION; 505 HORSEPOWER, 16.5/44  
AXLE(S), AIR RIDE SUSPENSION; 15' RENN BOX, TARP AND  
SOUTHLAND HITCH 2300 NO SLACK PINTLE, 7 PIN COMMERCIAL  
PLUG, ONE OF TWO RIGGED AND READY, STOCK #50158 -101660



**2016 MACK CHU613 RAWHIDE HEAVY-HAUL TRACTOR**  
70" MIDRISE SLEEPER, MP8-505C, 505 HORSEPOWER,  
14.6/46 AXLE(S), AIRLINER SUSPENSION; BLACK IN COLOR,  
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101643



**2016 MACK GU713 STRAIGHT TRUCK  
(CAB AND CHASSIS)**  
MACK ENG; MP8 1760, 505 HP, 18 SPD TRANS; 16,500 LBS -  
44,000LBS AXLE(S), AIR SUSP, STK# 50283. -101988



**2016 MACK CXU613 DAYCAB TRACTOR**  
MP7-1560FT-LB TORQUE, 12 SPD M-DRIVE TRANSMISSION;  
395 HORSEPOWER, WHITE IN COLOR, 17 KMS, STOCK  
#50292. -101989



**2017 MACK CXU613 HIGHWAY TRACTOR**  
70" MACK HI-RISE SLEEPER, MACK ENG; 445 HP, TMD12AO  
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227" WHEELBASE, STK# 50359. -116584



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### 2016 MACK GU814 TRI-DRIVE CAB / CHASSIS

MP8-505HP, FULLER RTLO18918B, 20,000 FRONT AXLE, MERITOR REARS, TRIPLE LOCKERS, 69,000 PRIMAX AIR-RIDE, SINGLE HD FRAME RAILS, DELUXE CAB INTERIOR, 260" WHEELBASE. -116397



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**2017 MACK CHU613 HIGHWAY TRACTOR**  
MACK ENG; MP8 505C+, EATON 18, 14.6 FRONT,  
46 REAR AXLE(S), 235" WHEELBASE, STK# 35640  
-357135



**2016 MACK GU714**  
MACK MP7 - 405M, T310MLR, TRI-DRIVE,  
LONDON 8M MIXER, STK# 35579 -193062



**2016 MACK CXU613**  
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REAR AXLE 46, 15' RENN BOX, HITCH, TARP,  
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MACK MP8-505C, MACK 18, FRONT AXLE: 18.0,  
REAR AXLE: S462, 291" WB. STK# 35410. -95683



**2016 MACK CHU613 HIGHWAY TRACTOR**  
56" SLEEPER, MACK MP8 - 505C+, MDRIVE,  
FRONT AXLE: 14.6, REAR AXLE: S440, 241" WB.  
STK# 35495. -100699



**2016 MACK CXU613 HIGHWAY TRACTOR**  
60" MR SLEEPER, MACK MP8 - 505C+, MACK 18,  
FRONT AXLE: 14.6, REAR AXLE: S440, 225" WB.  
STK# 35393. -95690



**2016 MACK CXU613 HIGHWAY TRACTOR**  
48" SLEEPER, MACK MP8-505C+, EATON 18,  
FRONT AXLE: 14.6, REAR AXLE: S440, 243" WB.  
STK# 35370. -95695



**2016 MACK GU813**  
MACK MP7-405C, ALLISON, FRONT AXLE: 14.6, MACK REARS, LONDON TRI-AXLE TRAILER MIXER,  
STK# 35533. -193063

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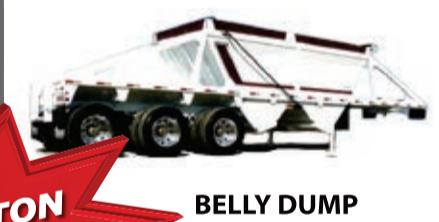
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2008 FREIGHTLINER COLUMBIA 120  
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13 SPD TRANSMISSION; AIR RIDE SUSPENSION; 230" WHEELBASE,  
3.58 RATIO, LOCKERS, 613 KMS' (ORIGINAL), STK #420146. -116020

SURREY



2006 MACK CV700 STRAIGHT TRUCK  
W/FLAT DECK

W/FLAT DECK, MACK ENG; 460 HP, 18 SPD TRANS; TRI AXLE(S),  
AIR RIDE SUSP; 265" WHEELBASE, 24', 314,548 KMS,  
STK #378160. -227788

CALGARY



2008 FORD F550  
STRAIGHT TRUCK W/VAN

GAS ENG; 6.4L, 325 HP, 15 SPD TRANS; LEAF SPRINGS SUSP;  
201" WHEELBASE, 266,751 KMS, STK#421913, -115906

CALGARY



2008 HINO 338 STRAIGHT TRUCK  
(CAB AND CHASSIS)

HINO ENGINE: J08E-TA 220/2500, 220 HORSEPOWER, 5 SPD TRANSMISSION;  
LEAF SPRINGS SUSPENSION; 235" WHEELBASE, RED IN COLOR,  
250,214 KMS, STK#463917 -115899

CALGARY



2013 KENWORTH T800 HEAVY-HAUL TRACTOR

CUMMINS ENG; ISX, 600 HP, 18 SPD TRANS; 14 & 46 W/ 4 WAY LOCKS  
(WIDE TRACK) AXLE(S), 3.91 RATIO, 807,000 KMS,  
STK#489879. -231377

SURREY



2009 FREIGHTLINER M2-106 STRAIGHT TRUCK W/VAN

ALLISON AUTO. TRANS; 24' BOX, 33,000# GVW, AIR BRAKES,  
ALUMINUM GATE, 200,000 KMS, STK#611207. -231378

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2011 FREIGHTLINER CASCADIA 125  
HIGHWAY TRACTOR

72" CONDO SLEEPER, DETROIT ENGINE; DD15'10 14.8 505/180, 505  
HORSEPOWER, 13 SPD TRANSMISSION; AIR RIDE SUSPENSION; 228"  
WHEELBASE, RED IN COLOR, 882,222 KMS, STK #420129. -116989

CALGARY/SURREY



2012 PETERBILT 386  
HIGHWAY TRACTOR

48" MID-ROOF SLEEPER, MX10 485/1900, 485 HORSEPOWER,  
13 SPD TRANSMISSION; AIR RIDE SUSPENSION; WHITE IN COLOR,  
855,435 KMS, STK #604744. -162551

CALGARY



2008 FREIGHTLINER COLUMBIA 120  
HIGHWAY TRACTOR

DETROIT ENGINE; 14L'07 455/1800, 455 HORSEPOWER,  
13 SPD TRANSMISSION; TANDEM AXLE(S), 182" WHEELBASE,  
3.9 RATIO, STK #398821. -156182

CALGARY



2012 FREIGHTLINER CASCADIA  
HIGHWAY TRACTOR

DETROIT ENG; DD15, 475 HP, 10 SPD. AUTO. TRANS;  
12 & 40 AXLE(S), 3.70 RATIO, 240" WHEELBASE,  
872,000 KMS, STK #432835. -273632

SURREY



2012 FREIGHTLINER CASCADIA 125  
DAYCAB TRACTOR

DETROIT ENG; DD15, 560 HP, AUTOMATIC TRANS;  
3.91 RATIO, AIR RIDE SUSP; 220" WHEELBASE,  
468,618 KMS, STK #472987 -227789

CALGARY

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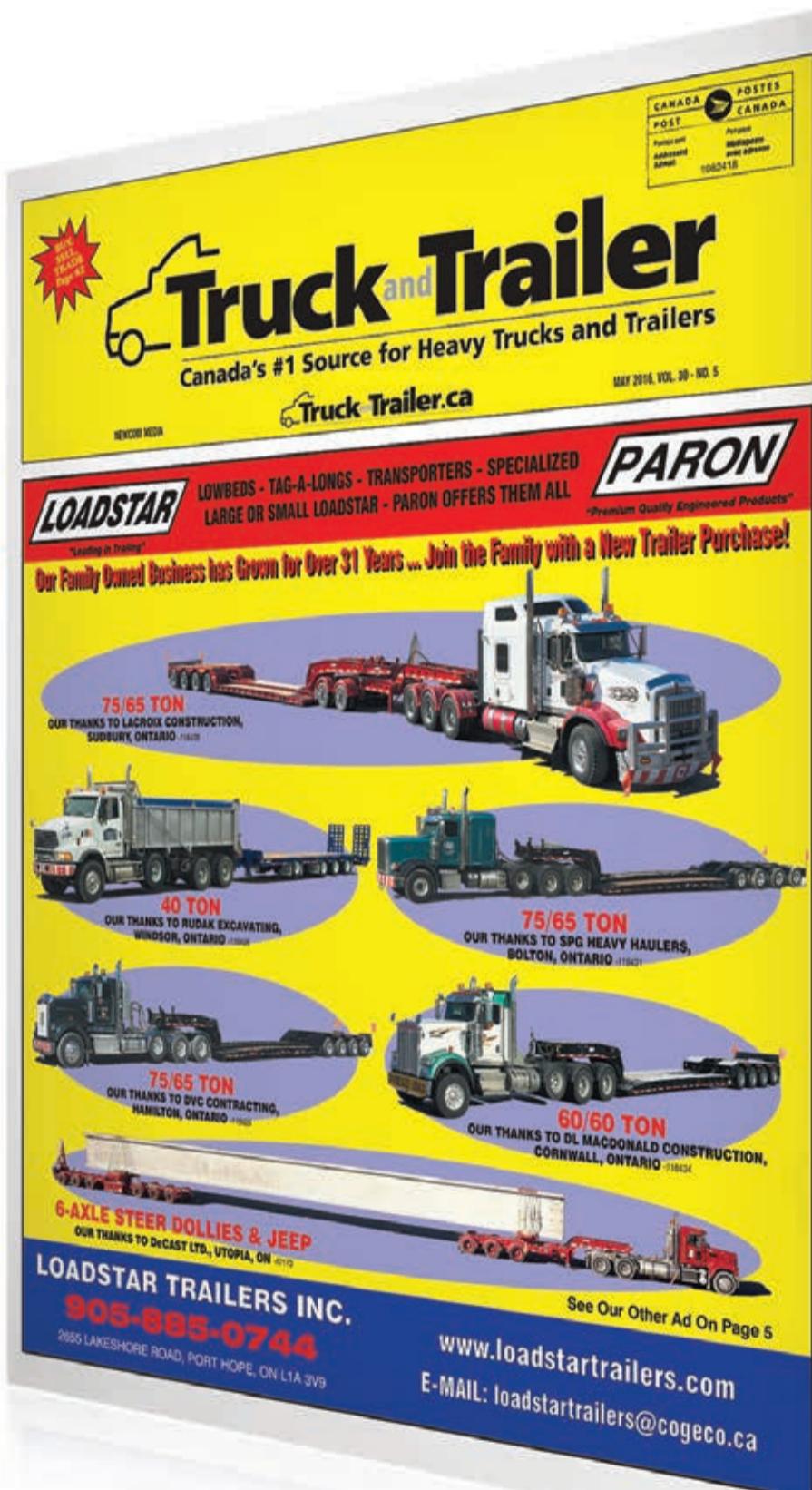
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## A glimpse into the future of last-mile delivery



Stefan Maurer, head of future transportation systems MB Vans, (left) and Volker Mornhinweg, head of MB Vans.

**HANOVER, Germany** – A concept van Mercedes-Benz showed at the IAA Commercial Vehicles Show offers a glimpse at how last-mile deliveries could be made in the future.

The Vision Van comes complete with roof-mounted drones, which grab parcels through a slot in the roof and then deliver them to docking stations.

But the efficiency gains – up to 50%, Mercedes claims – begin even earlier, when the van arrives at the distribution hub for loading.

Today, a cargo van will often spend up to two hours being loaded, according to Stefan Maurer, head of future transportation systems for Mercedes-Benz Vans.

The Vision Van features a fully automated cargo space.

"You can load this van in a matter of five minutes," Maurer explained. That's because the cargo racks are pre-loaded before the van arrives and then slid into the cargo compartment as a single unit.

"The racks are already filled with the parcels in the order they need to be distributed according to the most optimized tour planning," Maurer said.

"It saves you at least one-and-a-half hours of loading time and the van can really then leave the hub and do what it is supposed to do, transport and deliver the parcels to customers."

The two roof-mounted drones select the appropriate parcel through a slot in the roof and then make the delivery to a secured landing pad that would be located at the receiver's location – maybe even their backyard.

"It will take a while to have enough customers ready for drone delivery," Maurer acknowledged.

One benefit is that delivery companies will be able to meet not only same-day, but time-definite delivery expectations. The drones have a range of 10 kms and a payload capacity of two kilograms.

The van itself is electrically driven and fully connected.

Daimler said it is the world's first van to offer a digitally connected process chain from the goods distribution depot to the consignee.

Power is provided by 75 kW electric drive system with a range of 270 kms. **TW**

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1) How many vehicles are based at or controlled from this location? Please indicate quantities by type:  
\_\_\_\_ No. of Straight Trucks   \_\_\_\_ No. of Trailers   \_\_\_\_ No. of Buses   \_\_\_\_ No. of Truck-Tractors   \_\_\_\_ No. of Off-Road Vehicles

2) Does this location operate, control or administer one or more vehicles in any of the following Gross Vehicle Weight (GVW) categories? Please check YES or NO:  
14,969 kg. & over (33,001 lbs. & over)    YES    NO   8,846-11,793 kg. (19,501-26,000 lbs.)    YES    NO   Under 4,536 kg. (10,000 lbs.)    YES    NO  
11,794-14,968 kg. (26,001-33,000 lbs.)    YES    NO   4,536-8,845 kg. (10,000-19,500 lbs.)    YES    NO

3) This location operates, controls or administers:

Diesel powered vehicles    YES    NO   Refrigerated vehicles    YES    NO   Pickups or Utility Vans    YES    NO   Propane powered vehicles    YES    NO

4) Do you operate maintenance facilities at this location?    YES    NO   If YES, do you employ mechanics?.....    YES    NO

5) Indicate your PRIMARY type of business by checking ONLY ONE of the following:

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6) Are you involved in the purchase of equipment or replacement parts?    YES    NO

7) Are you responsible either directly or indirectly for equipment maintenance?    YES    NO

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**By Edo van Belkom**

Mark's phone rang, cutting out the oldies on satellite radio Mark had been listening to. He touched the small green button on his steering wheel and said, "Hello?"

"Mark, it's Bud."

It sounded urgent so Mark dispensed with the whole "Bud who?" thing and said, "What's up?"

"There's a new brokerage company I'm going to be working with and they want to start shipping regular loads to the US. Three per week."

Mark said nothing, considering what Bud had said.

Basically, Bud was offering Mark the chance to have a normal life working Monday to Friday and spending weekends, not exactly at home, but at least doing whatever he pleased.

It was Mark's chance to have a regular job, a predictable schedule and a steady income.

That would be great, Mark knew. It was the sort of thing just about everyone in the trucking industry wanted and had to work years to achieve.

And now...here it was.

But Mark wasn't sure he wanted it.

Although older now, and having been driving trucks for close to 20 years, Mark still liked to do different things, going on new adventures.

Maybe, he thought, if I had a wife and some children and needed to settle down he might take the offer, but he really didn't want that right now.

So he explained as much to Bud.

"Listen, Mark," Bud explained. "This is a new company starting out."

"They've already got regular routes to the US, who knows where they will be in a year or five. I'm not asking you to take these loads for your sake - you're already on the top of my list and can basically have any load you want."

"Think of this as setting up a new customer for the other drivers that work for me. It'll mean steadier work for them. And a lot of them want that sort of thing."

Mark hadn't thought about the impact this might have on other drivers in Bud's stable.

Looking at it that way, it would be a good thing for everyone.

"Look," Bud continued. "I need the first few loads to be done right. Then, when things are more established, I can hand the loads off to other guys. That's why I need you to take the first loads."

"You need me to be your guinea pig," Mark said.

"Absolutely. You're the best guinea pig in the business."

"Alright," Mark said. "For the other guys."

Mark drove to Milton, just west of Toronto, to pick up the first load, a shipment of metal parts destined for a factory located on the east end of Cleveland.

"Hi, I'm Mark Dalton," he said when he met the shipper. "I'm here to pick up a load headed for Ohio."

"Right," the young man said. "It's not loaded just yet."

Mark pressed his lips together to keep him from saying the wrong thing.

Too many times in these kinds of situations Mark did not resist the urge to blurt out the first thing that came to his mind only to regret it - and have to apologize - later.

"You don't say," was all Mark said, wondering if

A half-hour later the shipper knocked on Mark's window and told him the load was ready and could be picked up around the other side of the warehouse.

"Is it all good?" Mark asked, as he took the envelope from the man.

"I hope so."

"Hope so? What do you mean, hope so?"

"Well, to be honest, I haven't done a lot of these before."

"How many is not a lot?"

"Well. None, actually. This is our first shipment."

Mark did not like the sounds of that.

There were so many things that could go wrong with paperwork for loads going over the border and this had all the makings of a bad situation.

Nevertheless, Mark had agreed to do this...for Bud and the other drivers working for him, so it was best just to get on with the job at hand.

"Maybe you get lucky," Mark said. "And everything's done right."

"We've looked after everything at our end," the man assured Mark. "Now it all depends on you."

Mark bristled at the hint that he might be the one to make a mistake, but let it slide because, after all, this guy was new and Mark was the part of this load with the years and years of experience.

Mark drove around to the other side of the warehouse and found his trailer.

He was careful with the numbers because all of the trailers in the yard were new, identically painted, with identification numbers all similar to each other, varying by a number here and a letter there.

After he was sure he had the right trailer, he hooked it up to Mother Load and eased out of the yard. On the highway, however, due to the delay in the yard, Mark was fighting traffic all the way to Fort Erie and a trip that should have taken him about an hour-and-a-half tops, ended up taking well over three hours. But, Mark reasoned, if being a bit late and stuck in traffic is his only problem with this load, then he's laughing.

There were so many other things that could go wrong he didn't even want to think about them.

Luckily, when Mark reached the border, there were more cars than commercial vehicles making the crossing and he was able to get to the customs gate quickly.

But...after a wait of 20 minutes, Mark was informed by the customs officer looking after his entry into the United States that there was a problem.

"Of course there's a problem!" Mark exclaims. "Why wouldn't there be a problem? There's always got to be a problem!" **TW**

*Mark Dalton returns next month in Part 2 of Truckers without borders.*

Illustration by Glenn McEvoy

## Truckers without borders

PART 1



this young man in a plaid shirt, tapered jeans and a \$40 haircut had ever driven a truck in his life, let alone crossed the border with a load.

"It's just being loaded now."

"You know, I get paid by the kilometer."

"I realize that, and I'm sorry."

Mark wanted to mention he wasn't earning anything standing here talking, but the guy had already apologized to him, so saying anything now would just make Mark look like an ass.

"I'll be in my truck," Mark said at last. "Let me know when it's ready."

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# Canada's top drivers compete at national championships

By Sonia Straface

**BRANTFORD, Ont.** – It was Ontario's turn to host the National Professional Truck Driving Championships (NPTDC) this year and competitors from the province, as well as an Albertan and B.C. driver, brought their A-game.

The NPTDC was held at Brantford's Municipal Airport Sept. 16-17, and drivers from Team Ontario not only took home the Team Award, but competitors placed in all but one category. The grand champion was also from Ontario.

Like the other championships, competitors had to compete and place regionally and provincially to make it to the national level.

On Sept. 16, all 29 competing drivers wrote a 50-question exam about trucking safety and knowledge and then completed a pre-trip inspection of a tractor-trailer, during which they had to identify five defects in eight minutes while an MTO enforcement officer looked over their shoulder.

For many, the most nerve-racking part of the competition took place Saturday, Sept. 17 – the driving course – where drivers had to weave their truck around a tight course through a series of obstacles like a serpentine, and reverse into a simulated alley dock. Each cone knocked over, or scraped, meant deductions. And this year, things on the course got a bit more challenging as drivers were faced with torrential rain all day.

The scores from all three portions of the competition were added up and the Top 3 winners from each of the five truck classes (straight truck, single-single, single-tandem, tandem-tandem and B-train) were recognized with awards that night. Awards were also given out to Rookie of the Year, Grand Champion and best overall team.

"I'm very surprised," said Ontario's Bryon Winfield of Home Hardware after winning the award as Grand Champion – reserved for the driver who wins his/her category by the largest margin. "I really didn't think I had a good run today because the rain really threw me off but I guess I did better than I thought."

"It's a great feeling to win in Ontario, for Ontario. Especially that we got the Team Award," he added.

And though winning was a great accomplishment for Team Ontario, Jim Scott, Ontario's team representative said his favorite part about the day was



**The country's best drivers went head-to-head at this year's National Professional Truck Driving Championships in Brantford, Ont. Sept. 17.**

watching how professional the drivers at this level of competition are.

"Personally, my favorite part is watching these drivers after already winning in the provincials, come out and compete. It's also so great to see the camaraderie in the nationals and the degree of professionalism and how at the end of the day they can all shake hands," he said.

The nationals weren't just a special event for Ontario. It was special for Alberta's Robert Smith as well.

After competing in the provincials for more than 25 years and never making it to nationals, the Tim Hortons driver not only placed first in the B-train category, but won Rookie of the Year.

"It feels awesome to be Rookie of the Year," Smith said after getting the award. "I wasn't expecting it, but I was hoping for it. I've been in the provincials since 1989 and this is my first time in nationals, so I didn't know what to expect really."

Smith said he felt great about his run as soon as he climbed out of the truck, calling it his "best run ever."

To prepare, Smith said he didn't practice, he just got in the zone and tried his best to complete the course.

"It feels great to make Alberta proud," he added. "It really is a dream come true. To not only win first place in my category, but to win Rookie of the Year...you can only do that once."

Don Achtenichuk, Alberta's team representative, added how much Alberta drivers look forward to the champion-

ships by making sure they don't have any accidents on their record all year-round. To be eligible to compete at any level, drivers must be accident-free for 12 months prior to the competition's start.

"For them, preparing is not having accidents throughout the year. That's a key part in being eligible to participate in these competitions," Achtenichuk said. "That's how these guys get ready. Because they really are the safest guys on the roads...the guys who compete at this level."

British Columbia's Evan Hirst, who drives for Canadian Freightways, was also proud to bring home a trophy for

his province.

"I was quite shocked with how it went today," he said after his win. "It was a tough course today and I was pleasantly surprised. I thought the rain had gotten the better of me because I was the last one in the truck and the other guys before me had been driving with the windows down so the seat was soaked by the time I got in there."

It was Hirst's eighth time at the nationals and his fourth win.

Rob Jackson, the president of the Ontario Truck Driving Championships said it was an honor for Ontario to host this year and that across the board, all the provinces that participate in the event know what this event means to the drivers and what it means to the industry.

"It's amazing what these drivers do and this is our way to give back to them," he said. "We hear a lot in the media about wheel-offs, accidents involving trucks with fatalities...but this is our way to say thank you to them for being safe because that's really what this event is all about...safety."

Category winners for the NPTDC were: straight truck, Stewart Jutzi, Erb Transport, Ontario; single-single, Evan Hirst, Canadian Freightways, B.C.; single-tandem, Bryon Winfield, Home Hardware, Ontario; tandem-tandem, Shawn Matheson, Home Hardware, Ontario; B-train, Robert Smith, Tim Hortons, Alberta.

Next year, Manitoba will host the national championships. **TW**

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## The Adventures of **NEWLAND TRANSPORT**

By Edo Van Belkom

**B**ut despite the checks, he often found damage done to his truck that other drivers swore they knew nothing about.

"How did that happen?"



**T**hat seemed to work for a while. The damage to Vic's truck stopped and as he kept on working hard, taking every load offered to him and delivering them all on time and with a smile, his life in his new country was getting better as well.

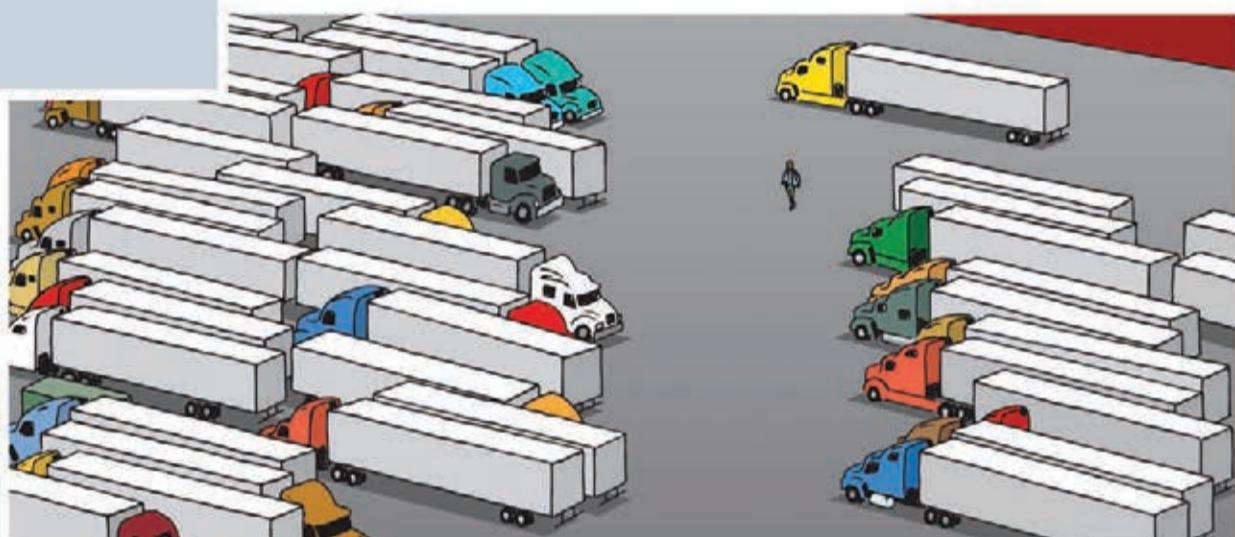
Vic was making real progress.



Canada was being very good to him and his family.

**B**ut then, one day, a circle check of his truck revealed fresh damage to the front end that hadn't been there when he checked the night before.

Vic had kept all his frustration up to this point to himself, but this most recent damage was just too much for him. This, it seemed, was personal.



"Maybe you should watch where you're going, eh?"



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**W**hen Vic began driving for Newland Transport, he was a new driver and didn't get many of the best loads. But he never complained and did the best job he could. The way he looked at it, the worst day at work at Newland Transport was better than the best day at work in the old country. That thought kept him optimistic about the future and kept him happy throughout the day.

But as hard working as Vic was, he was also just as careful with his truck. In addition to circle checks before he went out on the road, he also did them at the end of the day, even going as far as making notes of his checks in his log book.

## Peterbilt Manitoba receives award of excellence

**WINNIPEG, Man.** – Peterbilt Manitoba's Winnipeg location was awarded the Peterbilt 2016 Canada Region First Class Service Excellence Award.

The award recognizes Peterbilt locations that provide the highest level of service in the company's network, continuing its effort to provide best-in-class service to customers.

Several criteria must be met to receive the honor, including 100% rapid check performance and SmartLINQ dealer readiness, minimum of 75 operating hours per week and an average score of over 95% from a handful of criteria.

Peterbilt Manitoba said it achieved the highest score of any dealer in Canada. **TW**



Peterbilt Manitoba staff were recognized with the 2016 Canada Region First Class Service Excellence Award.

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# Doing it on her own

By Derek Clouthier

**KELOWNA, B.C.** – Finished with school after Grade 8 with nothing more than a passion for truck driving in her soul, Kelly Ficociello's journey to MAK Transportation Services was far from easy.

Hitting the open road with her father until she was 19 and finally able to get her own Class 1 licence, it was driving that first got Ficociello excited about the industry, but being a woman, there were speed bumps along the way.

"I got my licence and no one would hire me," Ficociello said. "Back then it was very hard to get a job as a woman, so I ended up having to buy a truck off my dad and then I got lots of work."

For the next five to six years, Ficociello did runs to the south, mostly to California and Texas, before realizing she was missing a lot of important experiences that life offers a young woman her age.

"That's all I knew all my life," Ficociello said of driving, "and I was making damn good money as a young woman, but I had no life."

She decided to sell her truck and start getting working on securing the freight loads for a trucking company.

"At that age and being a woman, I got paid way less," she said, compared to what men in her position were pocketing. "But you didn't say anything, because I wanted to stay in the industry, and if you started that back then, I wouldn't be where I am today."

Ficociello said she worked 24/7 in an effort to prove herself to the industry and the men who dominated it.

"I got my first raise in the industry by putting my high heels on the boss' desk, and there were holes in my soles and I said, 'I can't even afford to fix these,'" she said. "In those days, you walked the pavement, you beat on doors to get your freight."

It was soon after that Ficociello was involved in an accident that forced her into therapy to learn how to walk again, and she said her boss at the time questioned what good she would be to the company in such a precarious state.

"I knew I had a nice set of legs, but that's not what was getting me the freight," Ficociello said, now able to joke about such a situation.

Then, after quitting and borrowing \$20,000 from a friend, she opened MAK Transportation in 1994.

"I started brokering freight," she explained of the early years of MAK. "I was still learning the physio and stuff like that. Then my customers started telling me, 'Please, Kelly, get your own trucks, we'll follow you.' And I've had customers for over 30 years who are still hanging with me who are my best sales forces because they are always recommending us."

MAK Transportation is a heavy-haul carrier, moving over-dimensional and over-sized heavy items, like bulldozers, excavators and power units, covering Canada and the US. MAK does not maintain a large fleet – just six to seven trucks total, with various axle configurations and specialized trailers – mainly because Ficociello said she finds it difficult to find people who suit what her company does.

After starting MAK, things still weren't easy from that point, a lesson Ficociello quickly learned talking to a male peer about how to tear down a machine in order to haul it while not being certain about what components that item included.

After receiving a derogatory comment from the man on the other end of the phone, Ficociello said she got it, and even agreed with him.

"It was a slap on my ego and I went and told my boyfriend and he said, 'You need to know this game more than they know it, and then you'll earn your respect.'

"You can't let the guys discourage you...I just keep going forward."

Now 57 years old, Ficociello said she thought things were different in the industry now, but continues to run into other women who went through a similar experience as she.

"You guys wrote the book, and I respect that," she said. "I had to read it twice. I don't have a problem and I respect you guys...this is a man's world in what we do, but if I can learn it as well as you do, it's no different and I deserve the same pay."

Ficociello said she knows a lot of companies that have no problem hiring women, but more to work in the office with a \$15/hour wage; "And those women work their little hearts out."

She said despite what some people say, including the media, there is nothing that indicates the wage issue is getting any better in her industry.

Ficociello did get paid on the same lev-



**Kelly Ficociello, owner of MAK Transportation Services, found the honesty and integrity she was looking for once she started doing things her way.**

el as men when she was driving a truck, but on the other side where they get the freight, load trucks and buy permits, she said there are still not enough women 'pounding the pavement.'

"Now, after all these years," she said, "I have men calling me asking how to tear down that (machine)."

Ficociello is not sure if today's generation has the same drive and attitude as she did growing up, and even said the B.C. Trucking Association offers courses on 'how to deal with the next generation.'

"That scares the hell out of me," she said. "It's getting harder and harder to deal with a lot of people now because no one wants to work, and in trucking, you're working all the time...you're phone rings at 3 a.m. and you need to deal with it."

When Ficociello started as a driver, she said when most young girls were looking to have some fun on a Friday night, she was working hard to secure loads to ensure she made money.

"Most girls my age back then and still now, they're not interested in that...you have to really want it."

At MAK Transportation, Ficociello certainly deals with it.

"Maybe it's my personality, but when I want something I go get it," she said, adding that the key to MAK's success has been one simple philosophy – truth.

"I'm very truthful, sometimes truthful to a fault," she said. "But I don't have to deal with it after that. Nobody likes the truth at the best of times, but at least they got the truth. And that's how MAK has continued, is just those two things of honesty and integrity, because this industry doesn't have that."

Women approach Ficociello looking for a job, but more to be a driver than to sit in an office.

Ficociello said she would love to see more women get into the trucking industry, as in her experience, most are very easy and efficient to work with.

"They ask all the questions that are needed in one phone call, not five," she said. "They are very precise...they won't move unless they have all their documents."

One of the biggest challenges currently facing MAK is a change of the guard, with old drivers retiring and new ones looking to take their place.

"All the good guys are retiring," Ficociello said. "I was spoiled for nearly around 20 years and now we're hiring the younger guys. Anybody can pull a van around...it takes a different type of person to do what we do. It's hard work...and it's hard to get those guys."

MAK has been sponsoring the Kelowna BMX club for nearly a decade, which is made up of kids who are raised in single-parent households.

The company also sponsors a golf tournament to raise funds for the local women's shelter.

It's a team Ficociello is proud of, and she's thankful for having found success in the industry. But there was only one way she was able to find the honesty and integrity she so desperately needed from the trucking industry, and that was to go out on her own.

Unable to temper her emotions, Ficociello said more must be done both from a financial and recognition standpoint for those, like herself and father so many years ago, who make their living behind the wheel.

"Let's give more back to the owner-operators and the drivers," she said. "Those are the guys and the women who are really needing that pat on the back." **TW**



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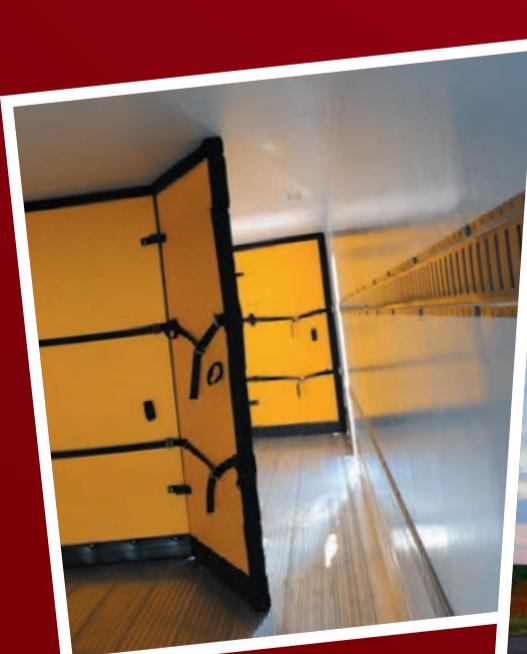
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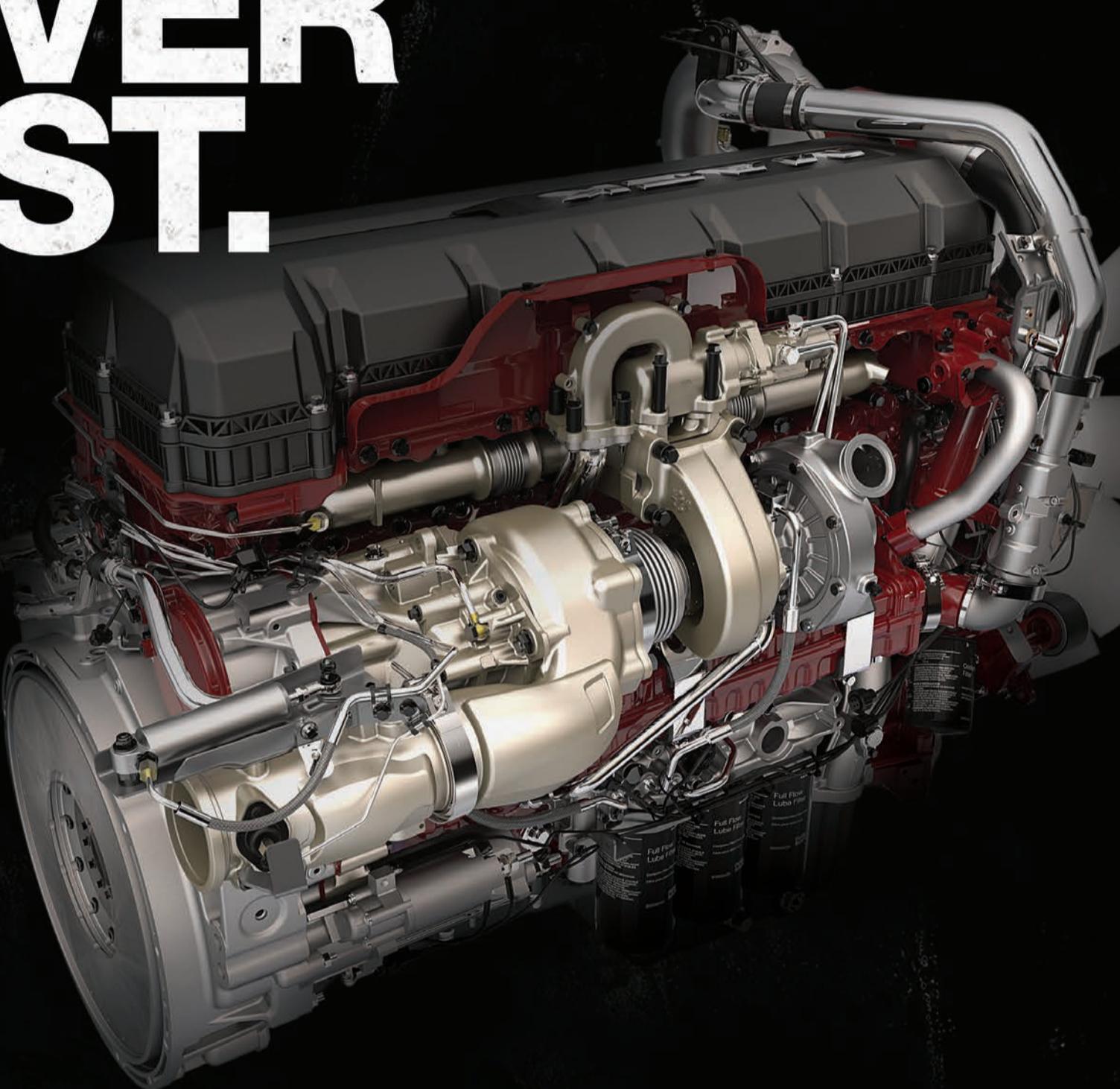
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